A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 19, 1967

International Trade Winds

Company News

SHIPPING CONTAINERS—Rheem Manufacturing Co., a maker of steel shipping containers among a variety of other products at its plants in the U.S. and 26 other countries, has purchased from Guest, Keen and Nettlefolds, Ltd., of England its interest in Rheem Lysaght, Ltd. The latter's St. Vincent Works at Bristol, England, has produced steel shipping containers and blow-molded polyethylene containers for the oil, chemical and food industries since the establishment of the company in 1950.

BANKING—The Bank of America has completed arrangements for two more branches in Europe in the latter part of 1967. A new branch in Munich, the financial and industrial center of Bavaria, will be the bank's second German branch, supplementing an office set up in Duesseldorf in 1951. A new branch in Zurich will be Bank of America's first full service office in Switzerland.

MACHINE TOOLS—A landmark shipment of a 2,000 lb. jig borer was made by Moore Special Tool Co., of Bridgeport, Conn., to Meca-Sud of France by air freighter. The machine, designed for machining to tolerances of "millionths," was sent by air because of the French customer's desire to put it to work making precision equipment as soon as possible. The machine left Bridgeport on a Tuesday and was in Paris on a Thursday morning.

TOBACCO PROCESSING—A building that the American Machine & Foundry Co. describes as a world tobacco engineering center has been dedicated at Richmond, Va. The center has a model shop, an engineering prototype laboratory and a central engineering drafting room. Records are maintained there that monitor on a day-to-day basis the status of all AMF tobacco engineering projects around the world. AMF's World Tobacco Group has two plants in England, one each in Brazil and Italy, installation engineering, and process systems divisions in Greenwich, Conn., another division in South Windsor, Conn., and sales offices in eight countries.

Newsletter

U.S. Commercial Officers make themselves available to U.S. businessmen not only at their overseas posts but on return trips to the United States. Watch our Calendar for International Traders on the inside back cover each week for specific dates and places. Ten such opportunities to make appointments to see these foreign trade specialists are listed this week.

The U.S. is an increasingly attractive source of supply for consumer goods. Confirmation of it in Sweden has come in the wake of an America Weeks department store promotion there—not just from the Ahlen & Holm buyers who worked with the U.S. Department of Commerce in the promotion, but from competitive stores in Stockholm and from chains of smaller stores throughout Sweden. Their interest in U.S. goods is now reported high.

Add to export promotion tools a new film about Pan American World Airways World Wide Marketing Service. It gives case histories of U.S. firms successfully penetrating overseas markets, with, of course, a bow to the special services provided by Pan Am and emphasis on the way jet freighters can cut into the need for large inventories in warehouses abroad. The film is available at Pan Am offices without charge.

Rudolph Poultry Equipment Co., Vineland, N.J., decided to show its products at the Milan U.S. Trade Center at the same time the International Samples Fair was being held in that city. Advertisements about their display were placed in agricultural and commercial journals, letters were sent to qualified importers/agents/manufacturers, and follow-up telephone calls and visits were made to more important prospects. As a result Rudolph has had intensive discussions with 11 firms and knows now how its equipment fits the needs of the Italian poultry industry.

Another Sample Products Display service overseas got off to a promising start this spring. It is at the U.S. Consulate General in Melbourne, Australia. Representatives of three chambers of commerce, two manufacturers' associations, six leading trading banks, and several trade journals came to the opening. About 75 U.S. firms with 200 products have made inquiries so far about use of the service. Importers in Melbourne, Sydney and Brisbane have made contacts with the American companies already exhibiting. For full information about use of the service, write Commercial Officer, American Consulate General, 14-22 Commercial Rd., Melbourne.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

A replica of Charles Lindbergh's "Spirit of St. Louis" was in the air over Paris this spring, 40 years after the historic first transoceanic flight, to symbolize the U.S. participation in the 27th biennial Paris Air Show. A six-page report in story and photos on the Commerce Department-organized U.S. exhibition at the show begins on Page 2. The color photo was taken by Charles Bonney, and is used by permission of Life Magazine.

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FRENCH PRESIDENT Charles DeGaulle (left) is greeted at the entrance to the U.S. Pavilion by U.S. Ambassador Charles E. Bohlen (center) and another U.S. official, Robert W. Akers. DeGaulle spent an unusually generous period touring the American exhibits and commented, "It is well presented."

AIR SHOW REPORT

U.S. tops goals at Paris

Commerce-organized exhibition brings $16.5 million sales expectation, industry praise

By C. ALPHONSO SMITH
Office of Publications and Information, DIB

With immediate sales in excess of $1 million, and more than $16.5 million in additional sales expected during the next year, the U.S. Exhibition at the 27th biennial Paris Air Show, May 26-June 4, surpassed even the ambitious goals set by the U.S. Department of Commerce's Bureau of International Commerce, which organized the U.S. participation.

By the end of the show word from the exhibitors and from the aerospace trade press was that hundreds of productive contacts had been made with the airline executives of Europe, with the top jet engine makers on the continent, with engineers ready to design U.S. components into European products, and with customers U.S. firms scarcely knew existed.

Attendance at the air show was variously estimated at up to a million persons, despite inclement weather on three of the first five days. Nearly all visited the national exhibition in the U.S. Pavilion, which was conveniently located just inside the main gate to the exhibition.

A total of 723 newsmen from 27 countries came to report to the world about the spectacular aircraft and exhibits.

The commercial exhibit area of the pavilion was limited to trade attendance only, and by the show's end, some 7,000 buyers, engineers, and other businessmen had been registered. Forty-four U.S. companies were represented in the commercial section, while there were 16 firms in the non-commercial national exhibition. Three of the firms in the commercial exhibition were also represented separately in the national area.

The graceful "Gateway Arch," a model of the city of St. Louis' "Gateway to the West" arch, was clearly visible for at least a mile from the airport as motorists drove to the show. Along with an exact replica of Charles Lindbergh's "Spirit of St. Louis" plane displayed beneath it, the arch quickly became the popular unofficial symbol of the 1967 Paris Air Show.

Highlight of the Show's pre-opening festivities took place on May 21 when Frank Tallman, well-known U.S. pilot, flew an exact replica of Charles Lindbergh's "Spirit of St. Louis" down the Seine River, by the Eiffel Tower and out to Le Bourget. This re-enactment of the Lindbergh landing commemorated the 40th anniversary of the first solo, transatlantic flight by the "Lone Eagle."

By arrangement with the Department

of Commerce, Tallman constructed the replica and flew it at Paris to dramatize the central theme of the U.S. Exhibition —"In the Spirit of Lindbergh."

In other pre-show activities, Martin-Marietta Corp. unveiled its SV5-J "lifting body" designed for use in landing on the earth after space flights. A stubby craft without wings, the lifting body attracted attention throughout the show.

De Gaulle visit

President Charles DeGaulle of France visited the U.S. Pavilion soon after U.S. Ambassador Charles E. Bohlen had opened the exhibit.

Standing under the Gateway Arch to greet the General were Ambassador Bohlen U.S. Astronauts David R. Scott and Michael Collins, and Edward J. Krause, Assistant Director of the Office of International Trade Promotion. President DeGaulle remained for 18 minutes in the U.S. area, almost twice as long as he had originally planned.

Affable and genuinely interested in what he saw, the General remarked on how "fragile" the Lindbergh plane appeared to be. He greeted both Astronauts in English and turned frequently to Ambassador Bohlen to compliment him on the various exhibits. DeGaulle said on leaving, "Congratulations to you. I am very glad to meet you and to visit your exhibits. It is very well presented."

Spacemen trade visits

Astronauts Scott and Collins visited the Soviet Pavilion on opening day and were met by Cosmonauts Pavel Belayev and Konstantin Theoktistov, who guided the Americans on a tour of the Russian exhibit. The two Soviet spacemen returned the visit by coming to the U.S. Pavilion three days later. Cosmonaut Belayev was invited by Scott and Collins to step inside an actual Apollo capsule, marking the first time any Soviet citizen has ever been inside a U.S. capsule.

The Apollo Capsule, scorched after re-entry into the earth's atmosphere from an unmanned flight, rapidly became the most-photographed exhibit in the U.S. Pavilion.

Commerce Secretary Alexander B. Trowbridge toured the U.S. Pavilion, meeting each of the commercial exhibitors and discussing results with company officials. After viewing the U.S. flight line of planes, and walking through a mockup of the British-French supersonic "Concorde" transport, he visited the French, British and Russian national pavilions.

During the show there were a number of special transatlantic crossings by U.S.

SECRETARY OF COMMERCE Alexander B. Trowbridge visited the booth of Abex Corp. (above), which showed hydraulic pumps and motors. Soviet Cosmonaut Pavel Belayev (below), the first Russian to enter a U.S. space vehicle, talks from inside the Apollo capsule to U.S. Astronaut David Scott (above hatch).

SOVIET COSMONAUT Belayev (below right) guided Astronauts David Scott (left) and Michael Collins (third from left) on a tour of the Soviet Pavilion and the aircraft and rocketry displays outside.

aircraft, some breaking old records. In a successful effort to halve Lindbergh's 33½-hour crossing time, Paul Rachal, 23-year-old son of the president of Mooney Aircraft, piloted a single-engine Mooney Mustang from New York to Paris in 13 hours and 14 minutes.

Helicopter crossing

On May 31, two U.S. Army helicopters completed the first transatlantic crossing by such craft. The two completed the ocean trip in 30 hours, 40 minutes. The helicopters were refueled in flight. A crowd estimated at 5,000 was on hand at Le Bourget for the arrival.

Other special crossings that culminated in displays at the show included those by the McDonnell-Douglas DC-8-61 "stretch out" plane—the world's largest jet transport to date, and Aero Spacelines' "Mini-Guppy," designed for outsized air cargo shipments.

SEATED IN LINK TRAINER, Secretary of Commerce Trowbridge examines the controls of the flight simulator shown by General Precision, Inc., which is specifically designed to test for natural flying ability.

Results please exhibitors

Of the 44 U.S. companies in the Commercial Exhibit at the U.S. Pavilion, nearly all came away tremendously pleased with the results gained from exhibiting at the show. Exhibitors in both the commercial and national sections of the pavilion and other American companies participating outside the U.S. Government Exhibition have indicated strongly that the U.S. effort at the 1967 Paris Air Show created an extremely good image of the United States and the U.S. aerospace industry.

This is apparent from statements of the exhibitors:

Eastern Stainless Steel—"We have met the eight top jet engine manufacturers in Europe and we expect to sign contracts in excess of $1 million as a result of our participation here."

REA International—"We have gotten the exposure we were after. We have shown equipment never seen before in Europe. We have written orders from five European airlines. We will do $1 million in business within six months."

Astra Aircraft Corp.—"We are tremendously pleased. We recommend highly participation in the U.S. pavilion."

Standard Pressed Steel—"Have picked up many good sales leads. BIC brought in the engineers and we'd rather talk to them than buyers. They will engineer our products into their manufacturing operation. We'll do $500,000 in business in eight months as a result of being here."

Wyman-Gordon—"This exposure has given us an opportunity to talk in an informal, personal way with customers we scarcely knew. Strangely enough we have picked up two or three excellent leads from U.S. businessmen at this show. Participation in the U.S. Pavilion adds stature to any company. We'll probably do $1 million in extra business from being here."

United Control—"Great exposure. We're pleased"

Link Trainer—"Our purpose in coming was to meet European customers and

NASA EUROPEAN REPRESENTATIVE Clotaire Wood (at left in below left photo) shows Apollo capsule to President DeGaulle, Ambassador Bohlen, and Edward J. Krause, Assistant Director of the Commerce Department's Office of International Trade Promotion. Pilot Frank Tallman (at right in below right photo) looks at model of Charles Lindbergh's airplane "Spirit of St. Louis," a replica of which he flew at the show, at the Ryan Aeronautical Co. booth.

show them our two-month-old trainer. Very pleased."

Most of the companies polled indicated that they will be back at the next Paris Air Show in 1969, and expressed their hope that the U.S. Government will again undertake unified interagency planning for the upcoming show.

By the time this year's show had reached the half-way mark, all new-to-market and new-to-export exhibitors in the U.S. Pavilion were engaged in negotiation talks with numbers of prospective European distributors or agents or licensees, through appointments set up before the show by Commerce Department personnel.

Agency agreements

The 13 exhibitors who were seeking representation in Europe had made significant progress by the end of the show. Four of the 13 had signed nine agency/distributor agreements, and ten firms were still negotiating with 32 more leading prospects.

U.S. firms in the show were backed by a large-scale market development campaign initiated in 1966 in seven Western European countries. The aim of this program was to get the world's top aerospace buyers—government, military, and civilian—to Paris and into the U.S. Pavilion.

Flight line display

The Department of Defense backed up the United States exhibit with an array of the latest military hardware. General Dynamics variable wing F-111; Ling-Temco-Vought's XC-142 vertical take-off plane and Lockheed's giant C-141 cargo plane were among the stars of the show. On the civilian side, the McDonnell-Douglas DC-8 stretch-out passenger plane, Aero Spacelines' Mini-Guppy and a wide range of civilian aircraft attracted crowds along the static flight line throughout the show.

The London *Times* summed up the Paris Air Show with a six-column story headlined, "Although the Russians Have Played All the Aces, the U.S Holds the Aircraft Trump Cards." The Anglo-French "Concorde" was a one-shot show stopper and the tremendous Russian Vostok rocket booster was likewise a great crowd attraction but neither could match the impact of 111 private U.S. aerospace firms, within the U.S. Pavilion and in other buildings backed by the combined efforts of the Deparments of Commerce, Defense and Transportation, the Atomic Energy Commission, the National Aeronautics and Space Administration, the Federal Aviation Agency, the U.S. Information Agency and the private Communications Satellite Corporation.

APOLLO SPACE CAPSULE, scorched from re-entry after unmanned flight, was a constant visitor attraction (above). Ambassador Bohlen visits booth of Airco Supply Co. (below), which showed special fasteners.

MARYLAND SENATOR Daniel B. Brewster (below) stands beside Martin-Marietta Corp.'s Maryland-built lifting body. More than 20 Congressmen and Senators visited the U.S. Pavilion during the show.

EXTERIOR OF "MINI-GUPPY" shows huge size of plane, one of a series specifically designed by Aero Spacelines president John Conroy to transport outsize space components too big to be shipped by rail or truck. Mini-Guppy is first plane in the family to be made available for commercial transportation.

City of Paris Medal given to John Conroy

Aero Spacelines president honored for development of 'Guppy' craft

The Medal of the City of Paris was presented at the Paris Air Show to John M. Conroy, president of Aero Spacelines, Inc., Santa Barbara, Calif., in recognition of his contributions to the advancement of the aerospace industry.

At each biennial air show, Paris makes a similar award to one person from each country represented in the exhibition. The recipients are nominated by the individual countries.

Conroy was honored for the development of the "Guppy" family of super-size cargo planes. The "Pregnant Guppy" and the "Super Guppy" are specialized craft, originally designed to carry oversize space components which could not be transported conveniently otherwise.

The "Mini-Guppy," Aero Spacelines' first cargo aircraft available for commercial use, was on display at the U.S. Pavilion at the Paris Air Show. The newest member of the "Guppy" fleet was constructed in just six months, and made its maiden flight less than a week before its arrival at Paris.

On the way to Paris, the Mini-Guppy stopped at Philadelphia and picked up a 23-passenger unit of a helicopter-mobile lounge transportation system made by the Budd Co., also for display at the Paris Air Show.

CITY OF PARIS MEDAL WINNER John Conroy poses with U.S. Ambassador Bohlen at top of stairs leading into plane (above). Cocktail party and press conference was held (below) to show size of Mini-Guppy.

Mooney plane cuts 1927 time in half

Swiss executive buys pressurized plane for flights across Alps

First cash sale at the United States Pavilion was registered by REA International, representatives of Mooney Aircraft, Co., Inc. Three days before the Show opened, Paul Rachal, 22-year-old honor student at Texas Christian University, streaked across from New York to Paris in 13 hours and 14 minutes flying a Mooney Mustang (Mark 22), the only single-engine pressurized aircraft on the market.

Rachal was aiming to cut in half the 33½-hour time of Charles Lindbergh's first solo transatlantic flight in 1927, and he did better than his goal by three hours.

For company on the flight, Rachal had brought along several Texas horned toads, the symbol of Texas Christian, to be presented to the Paris Zoo after the flight. At one point in the flight Rachal feared that the toads had frozen in their unheated compartment, but keeping them in the pilot's cabin for the remainder of the trip thawed them in time for the arrival in Paris.

Awaiting him at Le Bourget Airport was Henri Comte, a Swiss businessman who had bought the plane subject to safe delivery in Paris. After plunking down a check for $48,500, Mr. Comte became the proud owner of the first plane of this type owned by anyone outside the United States.

Mr. Comte chose the Mooney Mustang because he wanted to be able to climb above the Swiss Alps in case of bad weather. The Mustang crossed the Atlantic at an average altitude of 23,000 feet. Mr. Comte generously agreed to leave his plane on the flight line during the entire Paris Air Show and flew back to Switzerland to await once again delivery of his plane.

LAWRENCE ELECTRONICS CO.

HYDROGEN DETECTION GAUGES draw attention from Ambassador Bohlen at booth of Lawrence Electronics Co. The small West Coast firm registered $85,000 in sales of its products during the show.

Show on French TV

Coverage in the French trade and public press of the U.S. exhibition at the Paris Air Show was outstanding throughout the show. On opening day French national television ran a 25-minute show based on films made in the United States in April, and later broadcast a 10-minute segment of the leading French program, "Panorama," live from the U.S. Pavilion.

Daily newspapers also had prominent features on special events.

Small firm equals 1966 sales in four days at Paris show

Samuel C. Lawrence, Jr., youthful president of Lawrence Electronics, a West Coast firm specializing in handling equipment for the measurement and control of corrosion, admitted that participation in the Paris Air Show taxed his firm's resources. But, was he glad that he came? "I'm completely sold out," Lawrence said. "I had an inventory that was causing me some worry but I have nothing left now. The Paris Air Show is the greatest thing my little firm has ever run into."

The Burien, Washington, firm's total sales in 1966 amounted to $85,000, an amount equalled by the sales made during the first four days at the Paris Air Show. Lawrence was showing hydrogen detection gauges and accessories, corrosion control systems, analog digital integrators, and electrometers.

SMILING AFTER TRANSATLANTIC FLIGHT, college student Paul Rachal is greeted at Le Bourget Airport by three U.S. Pavilion hostesses (below left). Rachal, son of the president of Mooney Aircraft, sits at controls of Mooney Mustang (below right), with extra gas tanks for flight in the foreground.

Upcoming LAFTA meetings will try to implement summit meeting's 'Declaration of the Presidents'

Council of Ministers to assemble in Asuncion during August; extraordinary sessions will study additions to common schedule

The Secretariat of the Latin American Free Trade Association (LAFTA) has supplemented the schedule of 1967 industry sector meetings reported in the April 24 issue of INTERNATIONAL COMMERCE with schedules of other bodies such as LAFTA councils, consultative and advisory commissions, and study groups. These additional schedules announce meetings which, for the most part, had been planned prior to the April 14 'Declaration of the Presidents of America' at Punta del Este, Uruguay.

The Declaration of the Presidents, in part, calls for Ministers of Foreign Affairs who will participate in the next meeting of the Council of Ministers of LAFTA, scheduled for Aug. 7-12 at Asuncion, Paraguay, to adopt the measures necessary to implement decisions:

- To accelerate the process of converting LAFTA into a common market;
- To coordinate economic policies and instruments and harmonize national laws to the extent required for integration;
- To promote sectoral agreements for industrial complementation; and
- To promote temporary sub-regional agreements, with provision for reducing tariffs within the sub-regions and harmonizing treatment toward third countries more rapidly than in the general agreements.

Plans are being made for other meetings to carry forward the work of the LAFTA Council of Ministers. These plans probably will be influenced somewhat by developments at the June 15-24 meeting of the Inter-American Economic and Social Council (IA-ECOSOC) at Vina del Mar, Chile. This meeting will consider specific measures required to implement the Declaration of Presidents.

Extraordinary LAFTA Sessions were scheduled from June 12 through July 10 to continue negotiations, postponed from last December, between Venezuela and other members; to consider effective margins of preference by individual members on imports from other members over imports from third countries; and to begin examination of proposals and requests for additions to the Common Schedule of items on which intra-LAFTA duties and charges definitely are to be eliminated by 1973.

Both Extraordinary Sessions and the Seventh Ordinary Period of sessions of the Conference are expected between Oct. 23 and Dec. 5. The additional Extraordinary Sessions will be needed for further consideration of the second set of additions to the Common Schedule.

Two Council meetings

Two Councils are to meet in 1967. The Agricultural Policy Council is to meet from Sept. 4-8. The second meeting of the Transport and Communications Council is scheduled for Aug. 21-24. Its preparatory group will meet Aug. 14-18. This Council's tentative agenda includes the matter of member country regulations under the LAFTA Water Transport Agreement, a proposed multilateral convention on jointly valid licenses and qualifications of flight personnel, and a study group's findings respecting transport. The meeting of the Council's preparatory group may also consider possibilities for a convention on international land transport. The following organizations will be invited to be represented by observers at the Council meeting: The Latin America Maritime Shipping Association (ALAMAR), the Latin American Railway Association (ALAF), the Interamerican Air Transport Confederation (CITA), and the Latin American Highway Automotive Transport Association (ALATAC).

Two consultative commissions are scheduled to hold their second meetings in 1967. The one on Labor Affairs was scheduled for June 5-9, and the other on Enterprise (Business) Affairs is scheduled for July 3-7. The Business Affairs meeting probably will consider, among other things:

- Formation of multinational enterprises;
- Means of facilitating the participation of business in the integration process, particularly respecting complementation agreements, industry sector meetings, annual negotiations of National Schedules; and
- Suggestions on (LAFTA-wide) harmonization of tariffs on imports from non-LAFTA sources, incidence of fiscal policies and practices, public utility rates, social benefits for workers, monetary and foreign exchange policies, and policies and practices affecting sources of capital for private enterprises.

Seven meetings of LAFTA advisory commissions were scheduled this year, and those on industrial development, monetary affairs and the origin of LAFTA imports are already underway or concluded. The meeting on commercial policy is scheduled for Aug. 1-12; agricultural affairs for Aug. 28-Sept. 1; statistics for Sept. 4-8, and nomenclature for Oct. 9-18.

Groups of experts on tariff technicalities and export promotion were scheduled to meet from June 12-20 and June 20-July 4, respectively.

Other scheduled meetings will cover: insurance organizations, June 19-23; chiefs of national organizations of dealers and suppliers of agricultural products, July 10-14; commercial banks, Aug. 16-18; and chiefs of national planning, no date set.

Kennedy Round results available June 30

Details of the tariff concessions granted by the U.S. in the Kennedy Round will be made public on June 30, according to present plans. Copies of the U.S. schedule will be available for review in each of the U.S. Department of Commerce Field Offices on that date or as soon as possible thereafter.

The schedules of concessions granted by other countries can be reviewed in the Office of the Special Representative for Trade Negotiations in Washington, D.C. as soon as they are received. It is hoped that these schedules will be available on July 1 or soon thereafter. Because of the major nature of reproduction tasks and the possibility that some schedules may have to be translated into English, distribution of copies may be delayed.

Sessions to review proposed patent treaty for U.S. business community

Conferences are planned to promote discussion, elicit comments from businessmen on simplified international procedures

A proposed international Patent Cooperation Treaty designed to reduce the burden of obtaining world-wide protection of inventions and innovations is the subject of conferences being held soon across the U.S.

Conducted by the Patent Office in cooperation with the Field Offices of the U.S. Department of Commerce, the briefing sessions are planned to promote full discussion by and to obtain comments from the interested business and industrial community, particularly that portion involved with international commerce.

Speakers will include Gerald D. O'Brien, Assistant Commissioner of Patents; Vincent D. Travaglini, Director, Foreign Business Practices Division, Bureau of International Commerce, and David B. Allen, Acting Director, Office of International Patent and Trademark Affairs, Patent Office.

Conferences are scheduled at 10 a.m. on June 27 in Boston, State Bank and Trust Co., Enterprise Room, 225 Franklin St.; June 28, in New York, First National City Bank Auditorium, 399 Park Ave.; July 12, Chicago, Federal Building, Ceremonial Court Room, 25th Floor, 219 South Dearborn St.; July 13, Cleveland, Business & Science Building of the Cleveland Public Library, Superior Ave. at East 6th St.; July 18, Dallas, First National Bank Auditorium, 1401 Elm St., and July 20, Los Angeles, Union Oil Center Auditorium, 461 South Boylston St.

The proposed treaty was prepared by an international organization (United International Bureaux for the Protection of Intellectual Property, known as BIRPI) as a result of a resolution made by the United States last fall.

Eugene F. Braderman, Deputy Assistant Secretary of State, stated that the proposed treaty "will be of major benefit to the industrialized nations as well as to the developing countries of the world."

The principal feature of the proposed treaty is a single basic filing and processing of an international patent application which would provide the basis for the issuance of a patent in any member country.

According to Edward J. Brenner, Commissioner of Patents, this would:

- Eliminate multiple filing of patent applications on the same invention which under today's practice must meet a variety of diverse requirements;
- Establish a uniform application format which would be acceptable to each member country;
- Provide a single world-wide novelty search which would be available to the applicant at an early stage, and
- Permit a single examination resulting in a Certificate of Patentability which would be used by member countries in issuing patents.

BIRPI is the Secretariat for the Convention of Paris for the Protection of Industrial Property, to which the United States and 76 other countries adhere.

As an overriding advantage, the treaty will form the basis for the build-up of mutual respect and confidence among the patent offices of the world as an indispensable step toward the ultimate goal of a universal patent system.

Release of the draft treaty is but a first step on the road toward realization of a simplified system for international cooperation. The next step is a meeting in Geneva, Oct. 2-10. Experts from 23 countries and a number of international governmental and non-governmental organizations will hold discussions to draw up a revised draft of the treaty to be presented for approval at a meeting of official national representatives to the Paris Union in December.

Write: Commissioner of Patents, Washington, D.C. **Attn:** Office of Information Services.

AMA cancels briefing on use of free trade zones

The American Management Association briefing on the profitable use of Free Trade Zones—Worldwide, which was announced in the June 5 issue of INTERNATIONAL COMMERCE, has been cancelled. The briefing had been scheduled to run at the Hotel Pierre in New York from June 19-21.

Near East trade situation outlined

Although the situation in the Near East has not yet been stabilized, and although diplomatic relations have been severed with the United Arab Republic, Iraq, the Syrian Arab Republic, Yemen, Sudan, Algeria, and Mauritania, no basic changes in trading techniques seem indicated. No new restrictions have been imposed either by the United States or foreign governments upon the shipment of nonmilitary goods as a result of conditions in the Near East. Business decisions by U.S. exporters regarding pending orders from customers in the area continue to be based upon commercial considerations, including payment arrangements, method of shipment, availability of shipping, destination, etc.

As regards business travel in the Near East, the Department of State has announced that United States citizens desiring to go to the following countries must until further notice obtain passports specifically endorsed by the Department of State for such travel:

Lebanon, the United Arab Republic, Jordan, the Syrian Arab Republic, Israel, Iraq, Saudi Arabia, Kuwait, Yemen, Libya, Morocco, Algeria, Tunisia, and Sudan. All outstanding passports, except those of United States citizens remaining in those countries, are being declared invalid for travel there unless endorsed for such travel.

Exceptions to these regulations will be granted to persons whose travel may be regarded as being in the best interests of the United States, such as newsmen or businessmen with previously established business interests.

Permanent resident aliens cannot travel to those countries unless special permission is obtained for this purpose through the U.S. Immigration and Naturalization Service.

More Austrians visit U.S.

The U.S. Embassy in Vienna reports that the number of visitor visas issued for travel by Austrians to the U.S. increased by two-thirds during the first quarter of 1967, compared with the same period in 1966.

U.S. TRADE MISSION REPORTS

New Turkey has market potential

- Under first five-year plan, 1963-67, GNP growth rate has averaged 6.4%
- Second five-year plan, 1968-72, taking shape; long-range economic outlook favorable
- Industrial equipment and raw materials needed for modernization, expansion of activities
- Businessmen eager for investment, especially through joint venture arrangements
- Country just beginning to tap tourist potential; need for hotels, motels seen as visitors increase
- Food processing, packaging, marketing methods need to be improved; supermarkets are coming

U.S. TRADE MISSION MEMBERS meet with Turkey's Prim
U.S. Department of Commerce; Arthur Lillig, Commerci

Turkey is a market well worth consideration by U.S. businessmen.

Opportunities for increased sales of U.S. products and a variety of joint venture agreements are reported by a U.S. Trade and Industrial Development Mission just back from this historic but vigorous nation.

A long-range favorable economic outlook, an improving foreign exchange position, an immediate tourism potential, and plans for modernization of agriculture and industry combine to strengthen the attractiveness of this expansive market.

Scores of visits

During a month's working tour in Ankara, Adana, Izmir, and Istanbul Apr. 15-May 13, Mission members visited some 75 tourism sites and industrial plants—among them a foundry, a cotton textile mill, hydro and thermo powerplants, food processing activities, metal fabricating operations, automotive assembly, paint and varnish production, hotels and motels. The group established Business Information Centers in the main cities visited and talked with several hundred local businessmen.

Meet with Prime Minister

In addition, they met with Prime Minister Demirel and his Ministers of Commerce, Finance, Industry, Tourism, and Energy.

The Mission took along almost 250 business proposals from U.S. firms, and brought back about 300 from Turkish concerns. Many of these leads are published in the World Trade and Investment Opportunities sections of this issue of INTERNATIONAL COMMERCE. Others will appear in later issues.

Tourism, metalworking, mining and construction machinery, machine tools, and food processing and packaging were among the activities appraised. As Turkey is just beginning to tap its tourism potential, this was one of the primary areas of observation by the U.S. group.

The rapid growth of the economy, plus the Government's emphasis on industrial development, makes Turkey a promising market for capital goods and new business ventures, the Mission reports. Turkey's imports from the United States were $178 million last year, an increase of almost 20% over 1965.

Conference June 21

The Mission's terminal conference, to be attended by the full membership and open to the U.S. business community, will be held in New York City on June 21. Others will be announced in the Calendar for International Traders inside the back cover of INTERNATIONAL COMMERCE, as they are scheduled throughout the country. For additional information, write any of the Commerce Department Field Offices.

This was the first U.S. Trade Mission to be sent to Turkey by the Commerce Department in ten years. Its leader was

Minister in Ankara. L. to r.: Harold Hopp; F. W. Fischer; U.S. Ambassador Parker Hart; Huntley Child, Jr.; Prime Minister Demirel; Edward Wason (behind Demirel), Attache, U.S. Embassy; Irwin Fine, Mission Director; Peter Hale, Trade Development Officer; Alvin Snyder; Jack How; Anthony Swartz.

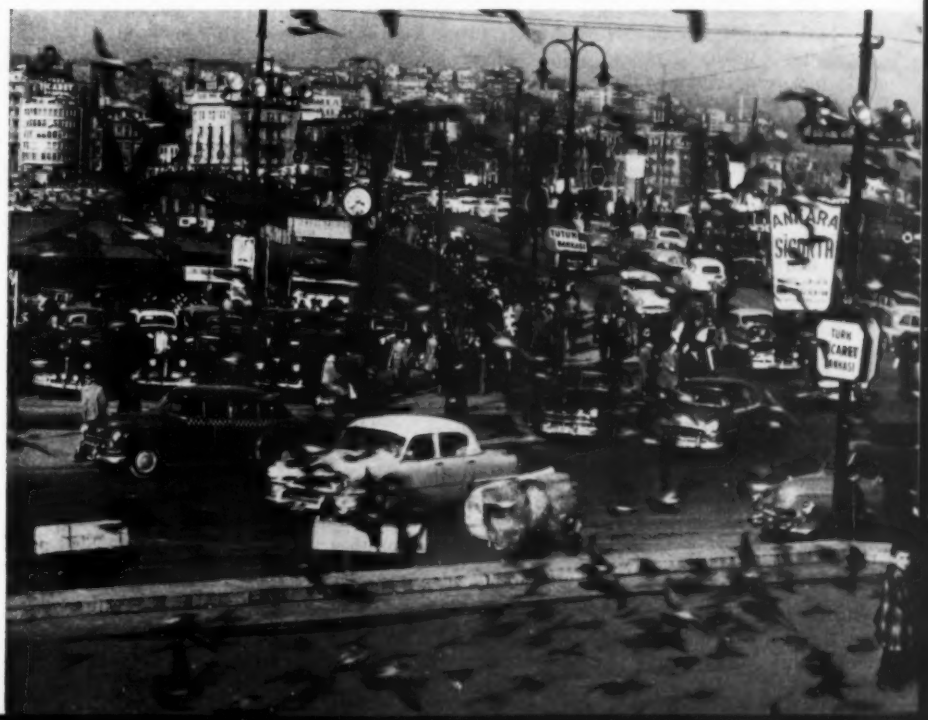
Irwin Fine, Director of the International Organizations Staff of the Bureau of International Commerce. Peter B. Hale, Turkey Desk Officer in the Bureau's Office of International Regional Economics, served as Trade Development Officer.

Six from business

Businessmen members were: Huntley Child, Jr., consultant in hotel, motel and recreation area development, Billings, Mont.; Frederick W. Fischer, industrial purchasing agent for Minnesota Mining & Manufacturing Co., St. Paul; Harold P. Hopp, president of H. K. Metalcraft Manufacturing Corp., Lodi, N.J.; Jack H. How, of Western Machinery Co. and Edward R. Bacon Co., San Francisco; Alvin D. Snyder, president of Financial Management Consultants, Inc., Miami, Fla., and Anthony M. Swartz, director of international sales, Keebler Co., Philadelphia.

Reports from each of the members are presented on the following pages.

BRIDGE AT GALATA, the commercial section of Istanbul, which was one of four Turkish cities visited.



MISSION DISCUSSES TRADE PROSPECTS with officials of Chambers of Commerce and Industry in Adana. Turkey begins second five-year plan in 1968.

MISSION REPORT: THE MARKET

Turkey seeks major expansion in agriculture, industry under second five-year plan

Modernization plans offer promise for sales of U.S. raw materials, equipment; Government encourages private business; more foreign exchange expected to be available this year

By IRWIN FINE
Mission Director

The Turkish Government's plan for modernizing agriculture and expanding industrial production offer promise for U.S. sales of equipment and raw materials.

Although details of Turkey's Second Five-Year Plan (1968-72) are not available, indications point to a major expansion in these areas. It is estimated that during 1967 enough foreign exchange will be available for imports to reach $800 million, compared to about $715 million in 1966 and $577 million in 1965.

No observer on the basis of a month's trip to Turkey, however intensive, should presume to give Delphian judgments on Turkey's economic future. Based on personal observations and meetings with both Turkish and American business and government officials, however, the impression was clear that significant strides are now being made in Turkey.

In the span of a single generation, Turkey has emerged from the decay of the Ottoman Empire after World War I into a young, vigorous nation of 32 million people. Under the leadership of Kemal Ataturk, plans were laid which resulted in the creation of modern Turkey. The fundamental reforms he outlined for industrial development and the modernization of agriculture, combined with drastic social changes, have charted Turkey's present course.

Relative price stability

Turkey, in the 1950's was beset by inflation and ill-conceived economic policies. There was misdirection in investment. An external debt structure developed which today puts a burden on Turkey's economic development. The cost and price structure of the economy was seriously distorted. The progressive application from 1958 to 1960 of a policy of stabilization finally brought to a halt the inflationary cycle and today, relative price stability exists.

In 1963, the Turkish Parliament, to ensure the most efficient utilization of the country's resources, approved the First Five-Year Development Plan (1963-1967)—a series of programs calling for a total investment of $6.6 billion, of which 60% is in the public sector and 40% in the private sector. During the first four years of the Plan, the average annual rate of gross national product (GNP) growth has been about 6.4%, compared to the average rate of 3.5% from 1957 to 1962 and the Plan target of 7%.

The Turkish Government believes, and the U.S. Government concurs in the assessment, that by 1973—the end of the Second Five-Year Plan—the Turkish economy will have reached a stage enabling it to continue self-sustaining growth without foreign aid on special terms.

Tourism receipts, which are projected for 1973 at $120 million, and remittances of $230 million from Turkish workers abroad are the principal factors believed to make this goal achievable.

Two Turkeys

There are really two Turkeys—the urban and the rural. The urban areas—such as Ankara, Adana, Izmir and Istanbul—that the Mission visited are physically comparable to many western cities. Here may be found modern, efficient factories and skilled workers. Even to the casual eye, these urban areas present a scene of tremendous activity with new factories, high-rise apartment houses and schools dotting the landscape. The Mission mem-

bers who visited the harbor areas of Mersin, Izmir and Istanbul were impressed with their port facilities and the volume of the traffic.

On the other hand, there is rural Turkey, whose agriculture accounts for 75% of the country's labor force but contributes only about 40% of national domestic income. In many parts of the country, agricultural technology is still backward. For many, farming is just a matter of subsistence. In some areas, however, Turkey's agriculture is highly developed. The Government has recognized the need for such development and is allocating substantial resources for modernization and expansion.

About 10% of the labor force is in manufacturing which accounts for about 14% of the GNP. By U.S. standards, the character of the industry is underdeveloped—550,000 of the 850,000 persons engaged in manufacturing work in establishments employing less than ten people. Most of the remaining employees are in State economic enterprises, which were established as long as 30 years ago by Ataturk because of the absence of private and entrepreneurial skill.

The State enterprises today account for about one-fourth of manufacturing and 40% of total industrial production. Many of them, however, are still inefficient and operate with large deficits. Prime Minister Demirel, in conversations with the Mission, acknowledged the undesirability of permitting State-owned enterprises to operate continually at a loss. These operations, therefore, are being reevaluated by the Government.

More conferences by Mission to Brazil

The recent U.S. Trade Development Mission to Brazil is holding conferences in several cities this summer. In addition to those announced in the June 5 issue of *International Commerce*, which presented the Mission's final report, meetings will be held in the following cities, with the members listed attending:

New Orleans, La., July 25, Farber; Atlanta, Ga., July 26, Farber; Toledo, Ohio, Sept. 15, Rudel.

For the September conference, U.S. firms may obtain additional information from the Toledo Chamber of Commerce. For the July conferences, write the Department's Field Offices in New Orleans or Atlanta.

AGRICULTURAL TECHNOLOGY is limited in some areas, developed in others. Equipment is needed.

Turkey, during 1963-1966, has consistently managed to earn more foreign exchange than originally forecast. Exports have been considerably higher than projected ($1,733 billion, compared to the planned 1,443 billion), and Turkish workers in Western Europe have become an important source of foreign exchange ($70 million in 1965 and $115 million in 1966) not even envisaged in the Plan.

In addition, the multi-nation Organization for Economic Cooperation and Development Consortium for Assistance to Turkey has provided more than $1.2 billion in credits to make up the deficit in Turkey's adverse foreign exchange balance of payments, about 40% or $480 million being provided by the United States. This aid makes possible importation of necessary industrial equipment and raw materials.

Of particular importance over the last few years has been the developing confidence of the private sector. Prime Minister Demirel has made it clear that the private sector is being given encouragement by the Government. Not only has private investment grown substantially, but the type of investment has changed. All indicators suggest that the private sector is carrying out larger and more complex projects.

Turkish private businessmen are becoming better customers for more sophisticated machinery and production techniques. Government encouragement of private enterprise has taken the form of expanding credit facilities through the banking system, establishment of the Industrial Development Bank, and offering guaranteed returns on investment in favored industries. The capital market is in its infancy, however, and Turkish businessmen find it difficult and expensive to obtain funds.

Investment safeguards

The Foreign Investment Encouragement Law of 1954 is designed to encourage private foreign participation in Turkey's economic development by defining the objectives and conditions for such investment and by providing safeguards to investors. Investments approved under this law are allowed full repatriation of capital and profits. The Turkish Government, recognizing that it does not have sufficient resources for development, has made it clear that it wants foreign private investment.

The Mission met with Prime Minister Demirel and his Ministers of Commerce, Finance, Industry, Tourism, and Energy, who made known their concern with the slow flow of private capital to Turkey. They are now reevaluating present laws relating to foreign investment, especially in mining and petroleum.

Though representatives of U.S. firms and other foreign companies doing business in Turkey sometimes complain about the delays and frustrations of doing business, they are frank to admit that their operations are profitable. While encour-

MISSION LEADER IRWIN FINE (l.) talks with the executive secretary of the Istanbul Chamber of Industry.

agement is given to private businessmen by top Government officials, all too often the lower echelon bureaucracy "weaves a tangled web."

Chief trading partner

In 1966, the United States was Turkey's principal trading partner, supplying 25% ($179 million) of total imports and buying 20% ($96 million) of total exports. Our major competition comes from West Germany, the United Kingdom, the Eastern European countries and the USSR. The competition is keen. About 90% of Turkey's exports in 1966 consisted of agricultural products, principally cotton, tobacco and hazelnuts. The Government hopes for a substantial expansion of these exports during the Second Five-Year Plan. Both Turkish and American economists believe that a substantial export market can be realized in timber, citrus and certain manufactured products, recognizing that reduction of unit costs and prices will be needed.

The Turkish Government, in its efforts to industrialize and modernize the national economy, has embarked on an import program that accepts an annual trade deficit. The deficits reflect the country's continued dependence on imported machinery, transportation equipment, raw material and manufactured goods that local industries cannot furnish in adequate quantities.

Turkey's trade policy is directed toward promoting economic development and improving the balance of payments position. Import programs emphasize the conservation of scarce foreign exchange reserves, restricting them for importation of capital goods and raw materials essential for economic growth. These programs prohibit or limit import of less essential goods and commodities and those produced domestically in adequate local supply.

Turkey regulates its imports through a complex system of tariffs, quotas, licenses and exchange controls. While the tariff has only one column of rates, many items are subject to reduced duties through concessions granted under the General Agreement on Tariffs and Trade, of which Turkey is a member. Products from the United States are accorded the most-favored-nation rate.

Change essential

Knowledgeable Turkish businessmen, experienced in modern western management methods, have commented that Turkey, at its present stage of industrial growth, cannot dissipate her limited resources in uneconomic ventures. They recognise Turkey's requirements for a rational development program and accept the need for establishing priorities for future growth. They have given their support to the First Five-Year Plan and recognize the need for the Second Five-Year Plan.

One of Turkey's leading business men, educated in the United States, commented to this writer on the fact that some of his compatriots, both in Government and in business, look with suspicion on changes in the way of doing business. They retain the traditions of generations and regard new techniques with caution. Others he stated, hopefully more numerous, accept the proposition that change must come if Turkey is to compete successfully in international markets.

A case in point will be the dilemma and challenge facing Turkey when her associate membership in the Common Market evolves into full participation. While this full participation may be more than a decade away, the danger is clear for the inefficient producer who may now have no competition because of the country's import restrictions. These high unit cost producers with inefficient production methods or unimaginative management who make profits only because of their protected status, will be forced to improve or face eventual failure. The efficient producers of the Common Market will see to this.

The opportunities deriving from full participation are also clear. The duty-free entry of Turkey's growing agricultural industry, especially her citrus fruits, the products of her efficient textile industry, and the potential of her as yet unborn timber industry, offer great possibilities in the Common Market area.

the author

Irwin Fine, leader of the U.S. Trade and Industrial Development Mission to Turkey, is Director of the Commerce Department's International Organizations Staff. A career Government economist, he has had 25 years' experience in domestic and international affairs.

Fine coordinates the Department's participation in activities of international economic organizations. He represents Commerce on the inter-departmental committee responsible for U.S. economic policy in the United Nations. Among his responsibilities are the work of the Economic and Social Council and its subsidiary Regional Economic Commissions. He also has been designated by the Secretary of Commerce as liaison officer with the newly established UN Industrial Development Organization.

In 1963, he was responsible for coordination of the U.S. Government's policy at the UN Conference on International Travel and Tourism, held in Rome.

Fine is a graduate of the School of Business of Columbia University.

MISSION REPORT: RESULTS

Turkish firms send almost 300 specific requests for U.S. businessmen to consider

Strongest interest is expressed in joint venture arrangements, but some companies propose direct purchases of U.S. goods

By PETER B. HALE
Mission Trade Development Officer

The U.S. Trade and Industrial Development Mission to Turkey returned to the United States with almost 300 specific proposals for consideration by U.S. businessmen.

In Turkey four weeks, Apr. 15–May 13, the Mission visited Ankara, Adana, Izmir, and Istanbul. Business Information Centers were established in each of these cities. A total of 327 interviews were held with Turkish businessmen.

Because of the foreign exchange shortage in Turkey, the strongest interest encountered by the Mission was for joint-venture arrangements with U.S. firms, rather than for direct sales. Turkish firms are interested in receiving U.S. technical and management assistance and/or capital.

Interest in joint ventures

Almost three-quarters of the proposals brought back are for joint-venture investments or licensing agreements. Brisk interest in American business participation in Turkish industry was shown, especially in food processing and tourism. The remaining proposals are for the direct sale of U.S. merchandise, mostly industrial equipment.

Meets with officials

In Ankara Apr. 15–21, the Mission met with Prime Minister Demirel, several members of his cabinet, and other key Turkish Government officials. Meetings were also held with several business groups, including the Union of Chambers of Commerce and Industry.

About 64 businessmen in Ankara were interviewed, resulting in 57 specific proposals for doing business with U.S. firms. Most of these proposals concern possible joint-venture investment, with emphasis on the mining, metalworking, and food processing industries.

In Adana Apr. 24–25, 38 opportunities resulted from 34 interviews in Adana. A large percentage of these opportunities are in citrus processing.

Moving to Izmir, the Mission spent Apr. 26–May 1 holding interviews resulting in 106 opportunities for U.S. firms. These opportunities again are primarily for joint-venture investment in a wide range of industries. Perhaps some of the most interesting opportunities collected at Izmir concern tourist development of the beautiful and historical area.

The Mission finished its stay in Turkey with 12 days in Istanbul—May 2–13. One hundred twenty-four opportunities were collected, covering almost every industry in Turkey. Strong interest was shown here in direct purchase of machinery and agency relations with U.S. firms.

In addition to formal interviews, Mission members visited plants and tourist sites throughout the country, discussing trade and industrial development with local businessmen.

COMMERCE MISSION member Hale (r.) explains U.S. business proposals to Turkish concerns.

AMONG TURKISH FIRMS' PROPOSALS are requests for machinery. Below, Goodyear plant in Ismit.

the author

Peter B. Hale is the Desk Officer for Turkey in the Commerce Department's Office of International Regional Economics. He entered the Department in 1964. He appraises current economic and commercial conditions in Turkey and advises interested U.S. businessmen and Government officials of significant developments. As Trade Development Officer for the Mission to Turkey, Hale is responsible for the documentation and processing of all trade and investment opportunities developed by the Mission.

A graduate of Oberlin College, Hale holds a Masters degree from the University of Michigan.

A natural for tourists

History, scenic beauty, and climate give Turkey a 'can't miss' label

By ALVIN D. SNYDER
Financial Management Consultants, Inc.
Miami, Fla.

Turkey has probably seen more history than any other nation in the world. All of the great civilizations have left their mark there. Classic examples of Byzantine architecture, Roman ruins, preserved sanctuaries of early Christianity's struggle to survive, routes of the Crusaders, blue Aegean and Mediterranean waters, high mountains, are all there for the tourist to enjoy and they are usually unspoiled and uncrowded.

Tourists provided only $12 million of foreign exchange earnings for Turkey in 1965, but projected foreign exchange earnings from this source for 1973 are estimated at $120 million, a growth of 1000%! This is greater than the projected earnings from the export of minerals, and almost equal to manufacturing export earnings.

In 1966, 233 licenses were issued by the Ministry of Tourism for the construction of the following accommodations and facilities: 96 hotels, 66 motels, 18 boarding houses, four holiday villages, 19 casinos, 12 restaurants, one beach, 15 camp sites and two combination camp sites, restaurants and swimming pools.

MISSION MEMBER Alvin Snyder talks with traders.

In 1965, the country possessed 5,230 rooms and 10,558 beds which had the approval of the Ministry of Tourism; not many for a country 880 miles long and 390 miles wide, slightly larger than Texas. There were many more rooms and beds available for visitors but they were not up to Ministry of Tourism standards.

This year's season

Additional accommodations scheduled to be finished by the end of June will bring the total to 10,000 rooms and 21,000 beds, all of which shall have the approval of the Ministry of Tourism. For the tourist season beginning July 1 125,000 beds—approved and not approved—will be available to tourists.

Many new projects have been proposed to the Ministry of Tourism. In 1964, an 80 million Turkish Lira ($8 million) fund was made available through the Agency for International Development to the Turkish Government for relending to persons wishing to build tourist accommodations, hotels and motels.

There were 112 successful borrowers who submitted proposals to build facilities in a cost range of $35,000 to $550,000. The borrowers had to match the loan with their own capital. In many cases, the private capital was in excess of the loan.

One-third of the borrowers proposed building in the area of Istanbul and 20% near the city of Izmir.

All of the facilities were due to be opened by the end of 1967. Many of the borrowers now require some further assistance; either additional capital to finish the building, or for working capital, or sales promotion. Some of the early borrowers now wish to expand the facilities that were completed and operated successfully.

Most of them are in need of competent management personnel who, in addition to being able to operate the facility well, should be knowledgeable in the function of attracting good agents on the European continent.

Unfortunately, most of the borrowers had no hotel or tourist experience. They underestimated building costs and underrated the time required to build occupancy rates to a break-even point. Some used the funds for purposes other than designated and negotiations are now in progress to correct this situation.

The loan fund, dispensed in a short time, opened the small flood gates of money to a generally undercapitalized and inexperienced group of borrowers, with mixed results. Some facilities are open and operating quite well. Others are in various degrees of trouble which could be solved by a venturous American entrepreneur.

The Department of Commerce will be happy to hear from prospective investors with money and know-how who wish to investigate the possibilities of sharing ownership with someone of these struggling Turkish owner-operators. The members of the Mission had the opportunity to interview a number of them and have seen some of the structures and facilities they have built.

They are characteristically rather basic accommodations; in most cases no central heat or air conditioning is available to the tourist. In some cases there was no hot water in the rooms and showers were uncurtained and without stalls. There were no telephones in the rooms but they usually were available in the lobby of the central restaurant or recreation hall.

Good food

However, they were all in the most beautiful settings imaginable. Unspoiled vistas of dark blue water, sandy beaches, green and purple mountain ranges, views of the Ageaen isles and gorgeous sunsets. The restaurants were lovely and situated parallel to the water.

The food is just outlandishly good. Turkish soup is a sheer delight of culinary expertise, and the kebabs (there must be a dozen kinds), would satisfy any gourmet when topped off by a wonderful pilav and salad, followed by the dozens of variations of Turkish sweets, thin rolled crust, crushed sesame seed and honey. And the coffee—well!

There is also wonderful fresh fruit in season. Oranges, grapes, figs, apples, olives; and the marmalades made from the fruits are bound to enhance any breakfast when served with the great Turkish bread.

VIEW OF THE BOSPORUS shows why tourism in Turkey is booming. Hotel owners are rushing to make facilities as attractive as the country's natural scenery.

Couple the beautiful settings with the excellent food, the spectacular historical and religious attractions and the cordial (but shy, in the villages) Turkish people, and it is apparent that the country has to be a winner in the world-wide game of tourism.

There are now Turkish investors seeking outside assistance in financing and operating new tourist facilities. All of the large American chains have been making inquiries and some are pushing plans to move ahead with construction. Most of these plans are for the areas close to Istanbul and Izmir.

Five main spots

There are five major areas of tourist attraction in Turkey.

The first area, of course, is Istanbul, which has everything that a tourist could desire; beauty, good transportation, the right climate, adequate accommodations (from luxury to the lower classes), places of historical and religious significance, and entertainment. It is close to Bursa, the old Ottoman capital, which can be reached by air in twenty minutes or by land, ferry or ship. It is also close to Troy, by sea or land.

It is quite easy to develop a program for several days in Istanbul with visits to famous mosques, palaces, and historic sites; and, using Istanbul as a base, to strike out for nearby places.

Pilot area

The second area is in and around Izmir, which has been chosen by the Turkish government as a pilot area for tourism. Izmir is accessible by air, road and sea. The most spectacular ruins are nearby, a couple of hours by car, with Efes (Ephesus of St. Paul fame) and Bergama with its vestiges of Roman civilization.

Many new facilities are being built and many are planned for this area. They include everything from luxury hotels to motor camps that offer communal cooking facilities. The Turkish Government is building a large tourist complex which shall be under contract with the popular Club Mediterranee. It will have over 400 rooms, will accommodate 1000-1200 persons at a time, and will have a restaurant, sports area, water sports, theater, beach, and other modern facilities.

There are four flights a day between Izmir and Istanbul. It is quite easy to spend ten days to two weeks in the Izmir area exploring ruins and enjoying the sun and beaches and fresh fruits which abound there.

The third area is Antalya, in the south along the Mediterranean Sea. Antalya has excellent beaches, good air connections (not daily), and good highways. St. Paul's Journey Road goes through Antalya. The area is described as the Turkish Riviera and is said to have four seasons: three summers and one spring. It is probably the least developed of all the areas but has the greatest potential. Accommodations are not too good, but will develop without a doubt. It is also within easy driving distance of some historic spots.

The fourth area is in the province of Nevsehir and the town of the same name whose history goes back to 3000 B.C. The region was inhabited by the Hittites, Phrygians, Persians and Macedonians. The Seljuk Turks and the Ottomans were later conquerors. It is a place of extreme historical and religious significance. The climate is predominantly continental with moderately cold winters and hot, dry summers.

The Göreme valley is situated on the

west part of a small town called Urgüp, 15 kilometers from Nevsehir. Here in a community called Cappodocia, lived the first Christians who sought refuge from the Romans. They lived in troglodyte dwellings (natural chimneys of sandstone) sculpted by nature through the erosion of the area. The inside of these mountainous cones are painted and decorated with marvelous and remarkable frescoes.

There are several good hotels in the area of Nevsehir and Urgup, and the terrain and people are extremely interesting.

The fifth is in Adana province on the Mediterranean Sea and can be considered still a part of the Turkish Riviera, where the chain of the Taurus mountains meets the sea. The beach at Antakya (Antioch) is relatively undeveloped with bathing huts, bungalows and restaurants. Excellent beaches are to be found at Iskenderun and Arsus. On the Mersin-Silifke road, the beach road, one finds ancient Korykos and its lovely castle; nearby, too, is the town of Tarsus, where St. Paul was born.

Also, scenic cruises on the Black Sea will become more popular, such as the trip from Istanbul to Rize.

Good performance

The Ministry of Tourism has done a fantastic job of preparing touristic data about the various regions of the country. These have been done expensively and with good photographs, sophisticated copy and excellent typography and paper.

Because of the low labor rates in Turkey, building costs can be kept very moderate. Raw materials for construction are available in the country, as are bathroom fixtures and refrigerators. Except for very sophisticated equipment all building construction is a local affair.

the author

Alvin D. Snyder is President of Financial Management Consultants, Inc., of Miami, Fla. Before attaining his present position in 1964, Snyder was in a consulting assignment to a company preparing for a merger, and to the Florida State Turnpike Authority.

Educated at the Carnegie Institute of Technology and the University of Pittsburgh, Snyder was employed by the War Manpower Commission for ten years. In 1945 he began his career of consulting in general management, labor relations, investment, and area and industrial development.

MISSION REPORT: TOURISM

Turkey's foreign visitors seen increasing to four million by '72

With strong tradition of tourism, country offers beaches, mountains, historic sites; will need more accommodations

By HUNTLEY CHILD, JR.
Consultant, Billings, Mont.

Turkey has the basic ingredients for a flourishing tourist business—a stable and energetic government, an expanding economy, four different sea coasts with attractive beaches and sites, magnificent mountains, historical monuments and areas dating back 6,000 years—and above all, happy and hospitable people.

Tourism has been a business in Turkey for a longer period than in most countries of the world. Even in the middle ages, 700,000 tourists visited Ephesus in a single season.

There is much to be done in highway and access road improvement, water and sewer systems, and electricity supply—improvements that have high priority in Government plans. With proper feasibility studies and site selections and planning, a joint venture with a Turkish individual or company could be most profitable. There will be ample opportunities for investment and management contracts.

Spurred by Government

The country has been experiencing a steady growth under the first five-year plan 1963-67, and will progress even more during the second five-year plan. Realizing the value of tourism as a source of foreign exchange, the Turkish Government has gone all out in its effort to get the necessary facilities built, and places tourism in a favored spot in its planning.

The laws on foreign investments and the recovery of investment and profits are acceptable. Getting one's money out as one wishes, however, will depend on Turkey's dollar holdings at the time, and delays can be experienced.

The Turkish Government is looking more and more to private enterprise and is opening its doors to foreign capital to help build the much needed tourist facilities. In 1963, 67% of such investment was provided by the Government. This share has been decreasing each year and in 1966, accounted for 38%. The second five-year plan, 1968-72, calls for a total expenditure on tourism of $628 million—the private sector furnishing a greater portion each year.

More visitors from abroad

Foreign visitors have increased from 155,000 in 1963 to 450,000 in 1966, and 4 million are expected in 1972. Local visitors using these facilities are expected to increase from 947,000 in 1964 to 1,450,000 in 1972. The estimates are conservative, as the actual year-to-year increase has exceeded the forecasts. A tremendous increase in all types of facilities will be needed to accommodate the visitors, and with feasibility studies and market analyses, there can be profitable investments.

Labor cost is low in comparison with that of the United States and Europe, and labor is unionized in the larger cities. The foreign capital investment law requires that personnel and workers in certain work undertaken in connection with the survey, establishment and operation of an enterprise must be of Turkish nationality. The experts, foremen and other skilled personnel of a foreign capital enterprise in Turkey are exempt from the conditions laid down by these laws for such a period of time as the committee certifies is necessary to the efficient establishment, expansion, reactivation or operation of such an enterprise.

The Turks can be readily trained in the housekeeping, food preparation and servicing departments. Personnel for the front desk, department heads and managerial positions can be trained or are becoming available from the hotel school.

Several kinds of visitors are traveling in Turkey: those who come with business, historical, and/or religious interests; seashore vacationers; and transient and local citizens traveling in Turkey for the same reasons.

Foreign visitors in 1965 came in the following manner: By air, 28%; ship,

21.8%; rail, 14.9%; and auto, 34.6%. Air and auto travel is expected to increase considerably. About 35% of last year's visitors were from the United States, 30% from Germany, 15% from France, 10% from Scandinavia and 10% from other countries.

Moderate furnishings

The percentages of Europeans coming to Turkey is increasing each year and because of this, most consideration is being given to the building of first-class hotels, motels and holiday villages rather than the luxury or deluxe class desired by Americans.

At present, there is one 210-room luxury class hotel in Ankara, the capital of Turkey, with rates from $10 single to $16.50 double; one 296-room luxury hotel in Izmir with rates from $9 single to $11 double; and two—556 rooms total—luxury-class hotels in Istanbul, rates from $8 to $19 single and $9 to $25 double.

The first-class hotels and motels throughout Turkey having bathtubs and showers in all rooms and moderately furnished are priced from $7 to $11 single and from $10 to $14 double and are found primarily in the larger cities. Many of the tourist hotels and motels offer only a shower and minimum furnishings and are priced at $6 to $7 a day, including meals. All hotels add a 10% or 15% service charge to the rates.

Vacation villages

Vacation villages with minimum room space and furnishings but with showers with accommodations for 500 to 1200 people are under construction in the seashore areas. These villages are built by the Government and leased to private companies for operation. In the cities as well as on the seashore and historical areas, many of the hotel and motel rooms are contracted for by European travel agents guaranteeing a certain percent of occupancy for the seasons at rates from $5 to $6 per day per person, including meals. Filling the vacation villages in the same manner is planned.

Personal interviews with the business and professional men of Turkey developed several worthwhile prospects for joint ventures in either resort operations or city hotels. The tourism bug has bitten a lot of Turks and many are rushing into an unfamiliar business—eager to join with individuals or companies who can furnish the know-how for planning, building and operating, and/or some of the capital. Some are interested in making management contracts or leasing tourist facilities.

A number of the people interviewed have acquired land for development, but few have made any feasibility studies or done any preliminary planning. Proposals vary in size from 30-room motels to 200-room hotels, with cost estimates running from $2,000 to $4,000 per room and rates to be in the $6-to-$8-per-day category, including all meals.

The general trend is toward the local and European market, in furnishing accommodations that will fit their pocketbooks and tastes; however, consideration must be given to building accommodations that will attract more people in the middle and higher income groups. Without an ample supply of good deluxe hotels and resorts, these people will bypass Turkey.

Several proposals to the Mission were for the holiday village type of operation accommodating 500 to 1,000 people at $6 a day. A few proposals, all with good sites, were for a first-class hotel or resort in the $8 to $12 a day range.

Year-round season

The Istanbul area has a tourist season all year. December, January and February are the slower months. Izmir and the Aegean Sea area have a six-month season, from April to October. The Adana area has a good year-round businessman trade and, along with the Mediterranean coastal resorts, has a nine-month tourist season. Ankara, as the Government center, has a good year-round business.

The expanding economy and increasing travel by the local businessman has created a need for more first-class accommodations in the major cities, and, along with the increasing tourist travel, many first-class and several luxury hotels and resorts will be needed in all areas of Turkey.

TOURIST ATTRACTIONS of historical and religious significance, such as this mosque, abound in Istanbul. The city is Turkey's largest, with more than one million inhabitants, as well as leading port.

the author

Huntley Child, Jr., is a consultant in hotel, motel, campground and recreation area development with offices in Billings, Mont. In his present position, he has undertaken such projects as a combination motel-campground development for nationwide franchising; a campground, motel and recreation site near Houston; and a riverside campground system for the Hudson River Valley Commission.

Child's recent past experience includes service as Vice President and General Manager of Kampgrounds of America, Inc. He is a member of the Resort Hotel Committee of the American Hotel and Motel Association, the Rocky Mountain Hotel Association, the American Forestry Association and the National Park Service Alumni Association.

MISSION REPORT: INDUSTRIAL MACHINERY

Design-equipment-technology package seen as best selling method for Turkish market

Although freight and other costs make direct U.S. sales difficult, combination arrangements are much in demand

By HAROLD HOPP
H. K. Metalcraft Manufacturing Corp.
Lodi, N.J.

The question is not whether we can sell in Turkey, but rather—how should we sell?

The attempt to sell production equipment is difficult; but the package, design + equipment + technology, offers an approach that has a high probability of success.

Turkey is a hungry country—hungry for production machinery and electronic equipment, farm implements and water pumps, in fact every type of manufactured product.

The one important factor which prevents Turkey from buying all of its needs is the lack of dollars and other hard currencies to pay for imports. A strictly enforced system has been instituted to control the import of foreign products. While it is true that this system favors industrial equipment and machine tools to be used for industrial parts production, the United States operates at a disadvantage.

Although the Turkish purchaser recognizes that much of our equipment is mechanically superior, the high cost as compared to European equipment is a deciding deterring factor. Additionally, we are more geographically remote than Europe, resulting in higher freight costs. Because import tariffs are applied on a c.i.f. basis, the effects of the higher freight cost are still further amplified. Thus the sale of production equipment in Turkey by the United States in competition with Europeans is difficult.

There is one very substantial plus factor in our favor, however. Turkish industrial equipment users recognize the many technical advances which have been made in U.S. products. They have adopted our terminology, "know-how". They respect U.S. designs and productive methods.

MISSION MEMBER HOPP (r.) visits metal stamping plant producing for Turkey's assembly industries.

They are eager to obtain license agreements and joint venture connections to manufacture U.S. products in accordance with our advanced mechanical procedures and designs. Supplying the needed production machinery goes hand in hand with such business arrangements. This approach appears to be the key to selling equipment to Turkey.

The Turkish economy, and consequently the need for productive equipment, is expanding at an almost fabulous rate. Many highly competent Turkish companies of moderate size now are producing industrial equipment. Plant sizes range from a few thousand up to 150,000 square feet.

These are successfully operating enterprises. They know the Turkish market. They have developed sales outlets and enjoy a fine reputation within the country as reliable sources of supply. They readily sell as much as they can produce. The only drawback to greater sales is lack of better production methods, equipment, and up-to-date technical knowledge. Most of these producers recognize that they require, as a package deal, better technology, designs and equipment. And they prefer U.S. procedures.

Thus, instead of attempting to sell productive machines as the item of sale, the concept of a package—design, tech-

BRISK TOURIST SHOPPING in Turkey points to need for more construction machinery and technology.

nology and equipment—appears to have the appeal which can overcome the higher prices of our equipment as compared to costs in foreign countries.

There are many areas of joint venture possibility, such as manufacture of agricultural equipment, machinery, and small gasoline engines; ball-bearings; and electrical generator plants in the 25-, 50- and 100-kilowatt range. Equipment for air conditioning and heating is in urgent demand. Turkish manufacturers plan to import the compressors and controls but desire joint ventures to obtain better designs, methods and equipment for producing such items as condensers, and blowers.

A problem for U.S. companies is the lack of foreign exchange in Turkey. This has led to some restraints on the removal of earnings; however, this is a time problem and not a permanent detriment.

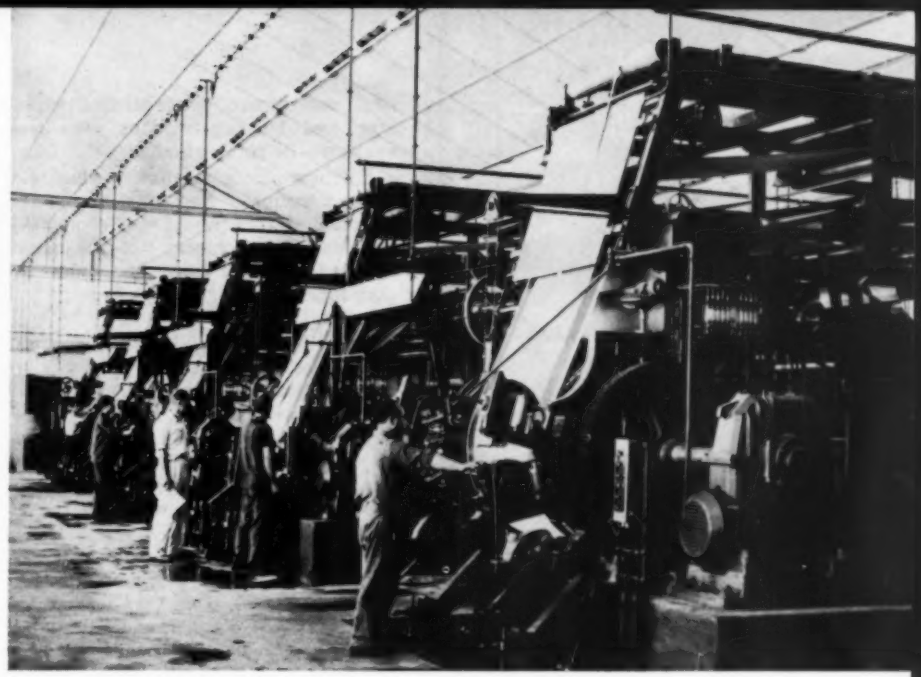
Turkey is now completing a highly successful five-year plan of economic development. A second, starting in 1968, is aimed at continued industrial progress, discontinuation of AID funds, and the elimination of the negative trade balance. The result of such a successful program should be relaxation of currency transfer restrictions.

The historic background of state-owned enterprises is giving way to increased private operation and financing. The voices of the various chambers of commerce and industry, representing private ownership, are becoming more insistent. Positive programs are being offered by these organizations and year by year the climate for private business and foreign participation is improving.

the author

Harold P. Hopp is President of H. K. Metalcraft Manufacturing Corp., producer of precision stamped metal parts and tooling and dyes required for such manufacture. Hopp joined the firm in 1938 and has worked in all phases of the operation, in both manufacturing and administration. He was instrumental in development of certain types of spark plugs, various ship ladders and some manufacturing processes for twist toothed lock washers, and holds patents on these designs and processes. He is associated with metalworking firms in Central and South America.

Hopp received his B.S. degree in mechanical engineering from Cooper Union, New York City.



A PLANT AT IZMIR, Turkey's second port city that contains facilities for metal working, electrical and other equipment industries. The Turkish Government encourages licensing agreements and joint ventures.

MISSION REPORT: MACHINE TOOLS, EQUIPMENT

Turkish production operations need some supporting industries

Opportunities to sell tools, supplies, parts, sophisticated machinery not now manufactured there—to broaden output

By FREDERICK W. FISCHER
Minnesota Mining & Manufacturing Corp.
St. Paul, Minn.

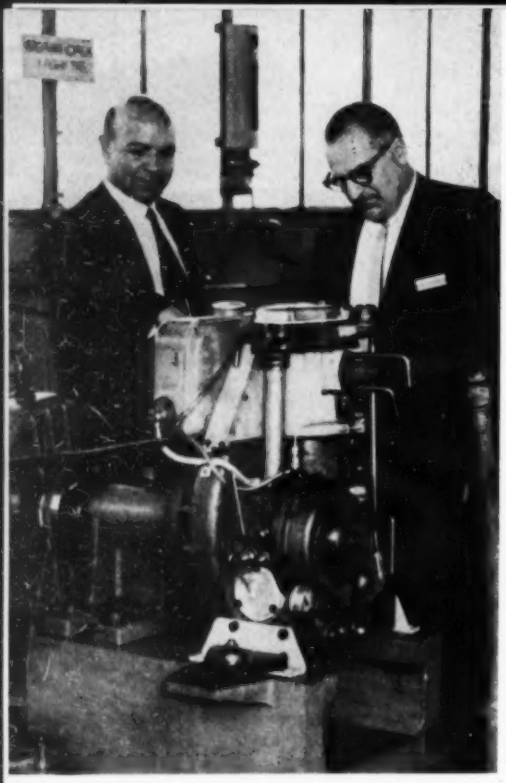
Turkey is a rapidly developing country, offering many opportunities for the sale of U.S. made goods—provided the American businessman takes the time to find out what is needed. Also, he must recognize that there is keen competition from the European countries, particularly Germany.

In general, the Government is favorable to private business. The Government does encourage the Turks to produce as much as they can in their country, and discourages importation of anything which could be produced locally. However, there are many opportunities to sell tools, materials, machinery, or parts which cannot be produced in Turkey. The Government encourages joint venture and licensing with foreign business. Labor is competent; in Ankara, for example, there is a school for training in electronics and for metal workers.

After speaking with several hundred Turkish businessmen, the writer suggests that before entering into any agreement, the U.S. firm take the following precautions:

- Investigate the person making the offer, as to background, reputation, character, and financial responsibility.
- Check the need for the project in question. Are there other companies producing the item? What is the supply and demand picture? Is the idea really a good one?
- Is the project feasible under present Turkish law?
- If any investment is made can the investor get his money out? What portion must stay in Turkey, how much can he repatriate?

Today in Turkey, 1875 companies are making metal products and metal work-



AUTHOR OF THIS REPORT Frederick W. Fischer (r.) views production of small diesel engines.

ing machinery. Concentrated chiefly in five districts—Istanbul, Ankara, Izmir, Adana-Mersin, Bursa-Izmit—all are potential customers of U.S. machinery manufacturers. These companies need parts, tools and supplies. There is an opportunity for establishment of plants in Turkey to manufacture such items. Production of metal products and steel construction materials are the most developed fields within the machinery industry. Many of the products formerly imported now are being manufactured in Turkey.

At present, three firms are partial manufacturers and assemblers of tractors. About 12,000 tractors a year are produced; in 1963, approximately 8,000.

The tractor industry needs supporting industries, not only for tools and supplies, but also for other agricultural equipment. There is a definite need for many more tractors, planters, drags, harvesters, and other farm equipment.

The main raw materials used in this field are iron, steel, aluminum, copper and lead. The integrated steel plants at Karabuk and Eregli in general will furnish these metal products. Copper, brass and lead can be provided from present mineral resources and metallurgical factories.

To make use of unused metalworking capacity, importation of every type of steel construction, prefabricated buildings, and building sections, bins and vaults will be further limited.

For new plants, machinery which can be manufactured in Turkey cannot be imported; however, the need for more sophisticated machinery not yet manufactured in Turkey provides sales opportunities for U.S. firms.

Specialized production

Vehicles now assembled in Turkey are imported completely knocked down. Import of parts which can be made in Turkey is prohibited. For example, Turkey is producing an all fiber glass car, the Anadol. With the exception of the motor (a Cortina) and the transmission, the entire car is produced and assembled in Turkey. This is a good compact car by American standards. It sells for slightly less than $3,000. This growing industry will purchase in 1967 about $300,000 worth of glass fiber matting; 1968 usage is estimated at $700,000. Here is an opportunity for establishment of a glass mat plant, glass roving plant or license agreement for production of polyester resin in Turkey.

The electrical machinery, appliances and equipment industry is in its infancy as compared to other industries in Turkey. Most of the facilities are in Istanbul; a few are located in Izmir, Ankara, Bursa, and Eskisehir.

The number of firms engaged in electrical machinery and appliances manufacture is increasing rapidly. Basic raw materials are available in Turkey. Few components are imported. Many opportunities exist for establishment of plants to supply these expanding industries. While television has made its debut only experimentally, some Turks are ready to put money into a joint venture to build factories to produce the components which will be needed to supply this developing industry. Philips is already reported to be manufacturing some TV components.

Turkey has a highly industrialized textile industry. Some of the finest Swiss, Belgian, American, German and Italian equipment is in evidence. They have much to learn about synthetics; there is no glass yarn technology, nor are they weaving glass cloth. There are opportunities for those who wish to take time to investigate them. This is a highly developed industry; but supporting industries are needed to manufacture bobbins, tubes, beams, spindles, parts and related items.

U.S. know-how and equipment are needed to produce good, low-priced clothing. Raw material for production of both clothing and equipment is available.

There are a variety of opportunities for joint ventures or licensing agreements with Turkish businessmen. In many instances, capital is not desired—the need rather is for technical know-how and modern equipment.

For example, at present about 45% of all eye-glass lenses sold in Turkey are imported from the United States. A local company which makes and sells frames would like to grind its own lenses, for which it wants machinery and know-how. About 4,000 pairs of lenses a day are needed. If a U.S. company does not form a joint venture with the Turkish firm, it will try some European concern. Once a firm in Turkey starts making lenses, the Government will bar imports, and the U.S. companies will lose their business position.

Again, a manufacturer of house and industrial paint, detergents and resins, operating since 1954 and doing some business with U.S. companies, would like a partner with modern production equipment, some money, and technical know-how. Another, in business since 1917, would like a joint venture and/or licensing arrangement for manufacture of pumps, electric and gasoline.

Typical opportunities

These opportunities are typical of the many open to the U.S. businessman. Yes, there definitely are some risks and deterrents, but the rewards (profits) can be large. We would advise careful checking of principle, proposition, regulations, and if any large amounts of investments are to be made, making a personal trip to Turkey to consummate the agreement.

Why should we take the risks now—why not wait? Because Turkey is on the move—other nations' businessmen are grasping the opportunities.

the author

Frederick W. Fischer is division purchasing agent of the Minnesota Mining & Manufacturing Co., St. Paul. With more than 30 years in the field, he is experienced in the purchase and use in factories of nearly every type of machinery, laboratory and other equipment, of chemicals and raw material supplies. Fischer's duties have involved purchasing for nine plant locations.

He is an officer or member of numerous business and professional organizations including the National Association of Purchasing Agents, the Engineers Society of St. Paul, and the Washington Rubber Group.

MISSION REPORT: FOOD PROCESSING

Turkey's quality food crops offer joint venture potential in preserving and packaging

Large portion of fruits and vegetables lost yearly through spoilage; fertile undeveloped lands, low labor costs, investment guarantees point to opportunities

By ANTHONY M. SWARTZ
Keebler Co., Philadelphia, Pa.

Turkey, the strategic land bridge between Europe and Asia, and the Eastern door of the European Common Market, has been an agricultural nation for more than 4000 years.

With over 75% of its labor force in agriculture, Turkey derives more than two-thirds of its export income from such traditional crops as tobacco, cotton, fruits and nuts, as well as animal products. This means agricultural commodities now account for almost 90% of Turkey's total exports, and 40% of its gross national product.

Classified as a developing country, there is no doubt Turkey is now emerging strongly. Unparalleled opportunities are offered to the U.S. investor, particularly in food processing with low labor costs, fertile underdeveloped lands, quality food crops, and investment encouragement laws and guarantees.

The emphasis, however, is on joint ventures, with licensing agreements a poor second. The rapidly developing economy scored a record-breaking GNP increase of 8.4% in 1966; 1967 is expected to equal the pace, particularly because of the sharply rising demand for consumer goods.

Packaging unknown

Such key food products as citrus fruits, vegetables, nuts, raisins and figs, as well as fish and meats, are sold and marketed primarily in bulk form. Modern retail packaging, as such, is virtually unknown, thus limiting development and expansion of Turkish food exports. This especially hurts sales potentials to the more sophisticated European Common Market, which already requires varied uniform retail packs, coupled with attractive package design and marketing systems, so necessary to the well-established European supermarketing systems.

Such modern marketing concepts are particularly non-existent in Turkey, with the exception of a few firms in beverage and food processing. Production costs are high, and often the plants are inefficient, resulting in low yields. Selected grading and true quality controls are almost unknown in most phases of food processing, with few really modern, automated systems.

Recently introduced lacquering processes of locally made but expensive tinplate are still inadequate for the food products field. Antiquated can forming and sealing methods cause frequent spoilages, and result in high packaging costs. Food retail pricing structures are extremely high, and profits from these operations also are high—almost excessive.

Supermarkets coming

All of these factors have had the adverse effect of limiting Turkish consumer acceptance of canned and packaged foods, and development of export market potentials. The limited retail pack foods are sold primarily in the Istanbul area where the Migros supermarket chain from Switzerland has already established ten of its "Superette" stores; further expansions are planned, including "grocery store on wheels" vans for outlying areas.

In the capital of Ankara, Gima has now set up four of its stores with supermarket layouts on the basement and mezzanine levels, in the typically European pattern. With these key developments in retailing, the "handwriting is on the wall", and Turkish food processors will have to begin planning product standards, quality controls, production efficiencies, attractive retail packs in standard sizes, realistic pricing structures, and for the first time enter into full scale marketing, sales, distribution, and in-store promotion programs.

CITRUS FRUIT is shown being packed in Mersin.

Only then can Turkey's export sales potentials to the European Common Market in retail packaged foods be developed, along with her own expanding home consumption needs, and the key untapped export areas in the Middle East. These are Turkey's real export markets, not the United States, as is so often contemplated by her businessmen.

Modern canning or freezing facilities are desperately needed for fruits and vegetables and represent major opportunities for U.S. companies. At present, Turkey has a yearly loss averaging 35% of her fruits and vegetables. Almost 30,000 metric tons of oranges annually spoil on the ground and through normal channels of marketing. Another 20,000 tons are sold at a loss because of the lack of modern facilities to properly process, can or freeze the product.

Exports little

Last year, Turkey exported only a little more than 17,000 metric tons of oranges (6% of her total production), while the large co-ops and independent growers over-produced about 75,000 tons and currently plan further expansion. (Citrus production has been increasing on an annual average of 12½%.)

Spain is a major citrus exporter, and

ANTHONY M. SWARTZ (l.), author of this article, visits the plant of Pepsi-Cola licensee Fruko-Tamek.

yet Turkey's f.o.b. export price is about $115 per metric ton compared to Spain's $130 per ton. Add to this factor Turkey's lower labor costs, longer varied growing seasons, excellent seaport and ocean freight facilities in the heart of the producing areas, and one begins to see some of the joint-venture investment possibilities.

Added advantage

As Turkey is an associate member of the EEC, and plans to achieve full membership within 15 years, a U.S. company could set up operations in Turkey with distinct advantages, and develop the EEC, Turkish and Middle East market potentials, both in short and long range objectives.

Turkey now produces more than 60% of the world's hazelnuts (filberts). They are considered the best quality available in world markets. The large, Government price-supported Fiskobirlik Co-op last year had a major surplus, partially due to the high price established by the Government. Independent co-ops and growers were thus able to undersell Fiskobirlik, further complicating the surplus problem.

Hazelnuts are sold in bulk form; retail packs in vacuum tins or cello packages are not offered. Such major importers as Germany and Switzerland have indicated their interest in purchasing large quantities if available in finished, attractive retail units, particularly for several of the supermarket chains in Germany.

There are excellent opportunities, as well, for the U.S. investor in the meat industry—particularly in the virgin grazing territories of Eastern Turkey. The dairy and poultry industries are in dire need of modern development, production, processing, quality control, and packaging methods along with related equipment and services. The waters around Turkey are rich with fish and shrimp now being taken by archaic methods, with surpluses dumped back into the sea.

Potential for fish

Fishing clippers, working the deeper waters with strategically placed modern canneries, could make the fishing industry another important agriculture factor in the overall Turkish economy. There is a vital need to develop utilization of remaining fish wastes as high protein fish meal, animal feed, or fertilizer by-products.

Modern, technical know-how is Turkey's chief requirement at this point. It is needed in all phases of food processing —agricultural methods, production, processing, grading, packaging, transportation, distribution, storage, marketing and export. These all go hand in hand with the necessary Government development of roads, water, power and related services. Turkey and its businessmen must also be shown the value of feasibility studies, particularly to avoid launching into costly, unrealistic ventures.

First things must come first. Turkey seems hesitant to acknowledge the fact that it is basically an agricultural economy. Its foreign exchange is limited, and must be used wisely.

Turn losses into gains

Turkey must launch key programs that will develop her most logical natural resources at minimum outlays of critical capital and time. This could mean food processing, which would turn current crop losses into foreign exchange money earners through exports into the EEC and Middle East. Such a change can be accomplished by a coordinated program of modern canning and freezing operations, with related activities covering all phases of the vital food industry in Turkey. Here, the U. S. Department of Agriculture, as well as CENTO (Central Treaty Organization), and U.S. AID people already in the country, could be of invaluable help.

Today, Turkey stands at the crossroads, and must make major decisions that implement key programs to turn its limited advantages into hard, realistic economic progress and long-range development. These conditions and advantages will not wait. The time for action is now. The alert American investor will move simultaneously.

the author

Anthony M. Swartz is the Director of International Sales of the Keebler Co., Philadelphia. He administers all overseas operations for the company affiliates and subsidiaries.

Swartz has served as the personal representative of Pennsylvania's Governor at three food processing events in Europe and on five occasions represented the American Food Industry and Grocery Manufacturers at international food exhibitions. He served as co-host and commentator on a weekly radio series entitled "International Round Table." Swartz received his Bachelor of Science degree from Temple University.

Mineral potential in Turkey seen sufficient to justify U.S. firms' spending for exploration, study

Long-term prospects look good; indications point to metallic, non-metallic mineral wealth; machinery already in demand

By JACK H. HOW
Western Machinery Co., San Francisco, Calif.

Would American mining companies, American individuals, or American capital be permitted to engage or invest in mining enterprises in Turkey? If so, would they find it economically feasible to do so?

The first question can be answered quickly and easily: the answer is "yes." Not only would they be permitted—they would be welcomed and are eagerly sought.

The second question cannot be answered so briefly nor so positively, but I believe an answer may be developed as follows:

Recorded history, current surface and geological indications, and present limited production create the possibility that Turkey may be a vast storehouse of metallic and non-metallic mineral wealth. The customary investigation and exploration practices followed by successful, experienced members of the U.S. mining fraternity could disclose whether there is mineral potential worth further exploration, development, or new or expanded production on any individual property.

Other factors

Such practices also would disclose other factors pertinent to investing in a mining enterprise, such as transportation, communication; sources and cost of manpower, water, power equipment, parts and operating supplies; marketing problems; governmental laws and regulations; tax situation; the "deal" that may be made with the landholder; customs and traditions of the peoples with whom they must work and associate.

Turkey, like other areas with undeveloped mineral potential, presents problems, in varying degrees. These problems, as well as the mineral potential, must be evaluated and there is no place for such studies except right in Turkey.

Thus, to answer the second question, I believe that there are mineral potentials sufficiently great to justify spending for exploration and investigation in Turkey. I also believe that only those who have the resources and patience to consider the matter on a long-term basis should under-

CONSTRUCTION MACHINERY is in increasing demand in Turkey, and U.S. equipment is frequently preferred to European counterparts. Mission member How sees potential for local production of parts and assembly operations, as the government is eager to help manufacturers set up local plants.

MISSION MEMBER JACK HOW (at right) inspects coolers at Coca-Cola plant in Istanbul.

take such investigations. Given the mineral potential, I believe the many other problems are going to be solved and eased at an earlier rather than a later date, because there is a vibrancy in the air. Turkey is "on the move"; the people are restive, ambitious and hard working.

Turkey can use foreign investments of all types—in great quantities. A developing country always presents greater opportunity—along with greater risks—than more developed, less risky areas of fewer opportunities in natural resources. Those who "get in" earlier are likely to find it more rewarding, in the long run, than those who await more ideal initial conditions.

Borates are known to exist in large quantities. For many years, Turkey was the world's largest producer of high-grade metallurgical chrome. Some copper mines are already in production and important new developments are underway. In addition, there are indications of tremendous copper reserves, relatively untouched and unexplored. Deposits of other minerals are known on which there has been or is some current production—such as magnesite, perlite, marble, mercury, lead, zinc antimony, molybdenum. Bituminous and lignite coals are in some production, as are iron ores.

For some of the minerals, large-scale operations and investments are required; for others, however, smaller operations might prove to be profitable for all parties concerned.

Already, there is a great demand for mining and construction machinery. U.S. machinery is preferred, generally, to European machinery. Because of the limited availability of foreign exchange, the volume of sales of American-made machines is small and thus, very competitive. Most U.S. manufacturers of such equipment obtain their sales and sales opportunities from Turkish agents whom they have appointed. A few have a member of their own staff residing in Turkey; a few others serve their agents or consumer customers with special representatives who visit Turkey occasionally.

To save foreign exchange, the Turks are eager for manufacturers to establish local plants. The pent-up demand, and the demand that will come from increased internal development could keep such plants operating at high rates. For a long time to come, they would have relatively slight competition. In lieu of plants for total domestic production, plants for local manufacture of some parts and total assembly in Turkey also would be kept busy.

Here, again, there are investment opportunities which may be feasible economically for Americans, but interested parties must follow their customary investigatory patterns to reach their own answers as to whether or to what extent an investment should be made.

So whether it be in mining or in the supporting machinery business, opportunities in Turkey are well worth investigating. The U.S. Departments of Commerce and State have a wealth of background material available to assist interested parties in carrying out an investigation. Also, many American and other nationality business investors already in Turkey will be glad to help those who are interested.

the author

Jack H. How, recent president and principal owner of the Western Machinery Co., San Francisco, has almost 40 years of experience in the manufacture of ore processing, mining, and construction machinery. He joined Western Machinery in 1930, as a trainee, and rose to become its chief executive officer. For the firm's subsidiary, Western Knapp Engineering Co., he designed and built ore processing plants in many countries abroad.

Since 1944, he has also served as managing general partner of the Edward R. Bacon Co., distributors of heavy machinery. He is a member of the Mining and Metallurgical Society of America.

Market profile—Turkey

Area: 296,500 square miles, a little larger than Maine and Texas.

Climate: Temperate, with coastal areas warmer than interior. Little rain except November through May.

Population: 32 million. Labor force, 15 million; about 12 million in agriculture, 650,000 in manufacturing, 350,000 in trade.

Principal cities: Istanbul, 1.75 million; Ankara (capital), 900,000; Izmir, 420,000.

Language: Turkish. English, French, German widely known in business circles.

Income (1966): Gross national product, roughly $9 billion, up 8.8% during 1966, in constant prices.

Currency: Turkish lira; TL 9 = US$1.

Agriculture: Main crops—cotton, tobacco, sugar beets, raisins, wheat, nuts, potatoes.

Industry: More than 33% state-owned and operated. Main industries—cement, iron and steel, textiles, fertilizers, rubber goods, light consumer goods.

Development program: Five-year plan, 1963-67. Targets for 1967 include increases of 7% in GNP, 4% in per capita income, 9.4% in total investment.

Transportation: 5,000 miles of rail and 37,000 miles of roads connect most principal cities. Major international airport near Istanbul.

Imports: 1966, $718 million. Principal suppliers: United States, 24%; West Germany, 10%; United Kingdom, 11%; Italy, 7%.

Exports: 1966, $490 million. Principal markets: United States, 16%; West Germany, 16%; United Kingdom, 10%; Italy, 6%. Major exports: tobacco, cotton, fruits, nuts, sugar.

Trade policy: Very restrictive due to shortage of foreign exchange. Investment goods and raw materials receive preferential treatment.

Dispelling some myths

Caliber of foreign investors attests to Northeast Brazil's economic potential

By CHARLES T. MOFFITT
Vice Consul, U.S. Consulate General, Recife

The Northeast of Brazil accommodates 28 million people in a region larger than the combined area of New York, New Jersey, Pennsylvania, Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa and Missouri. Few Americans, it is safe to say, have ever heard of its biggest state (Bahia), which is larger in area than France.

The dimensions of Brazil's Northeast are matched by its diversity. Climate, economic activity, natural resources—from coast to interior to North to South there is considerable variation. Yet, over the years a body of myth has developed about the Northeast.

One myth is that the entire Northeast is subject to persistent drought. True, a part of the region, officially designated the Drought Polygon, is affected periodically (the last drought took place in 1958), but the Northeast is by no means dehydrated.

Running south from Maranhao to Salvador is a coastal humid belt (the *zona da mata*) that has ample and predictable rainfall averaging well over 50 inches a year—sufficient to produce among the world's largest crops of cocoa, sugar and tobacco.

Between the coast and the interior there is a transitional zone known as the *agreste* which each year has a substantially reliable rainfall of from 30-40 inches. The irregular rainfall occurs only in the semi-arid interior (the *sertao*), where the main effects of those droughts which do take place are felt.

Not all farmers

A second generalization about the Northeast is that its people all earn their living from the soil. While it is true that the region is still largely agricultural, less than half of the regional income and two-thirds of overall employment is in agriculture.

The major centers of Recife, Salvador and Fortaleza, each approaching a million population, boast industrial parks, automobile assembly plants, petroleum refineries and a legion of small and medium-scale factories.

A third hollow generalization about the Northeast is that it is all rural. Although the total land area of the cities is less than 5% of the region, fully 34% of the population—a major market of nearly 10 million people—live in cities of 10,000 or more population. The siren song of better job opportunities in the cities means that city population will continue to mushroom. The result is a problem as well as an economic potential: a great oversupply of cheap labor which is available in Northeast Brazil.

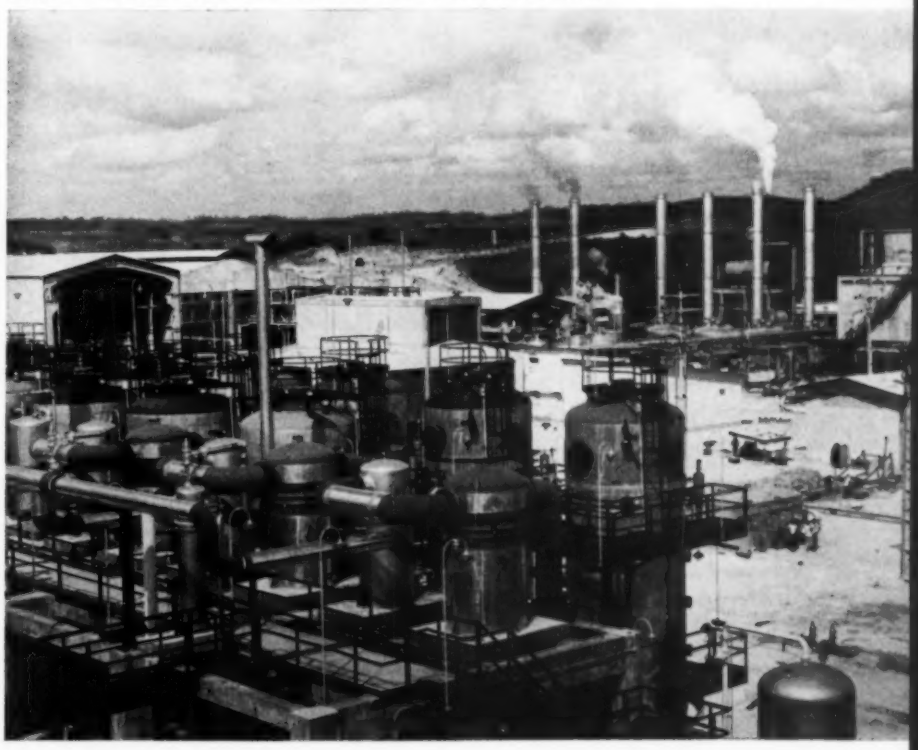
As cities continue to swell and industries to expand, Brazilian and U.S. Government cooperation has aimed at smoothing the transition to modernity by first erecting a skeleton of infrastructure around which to build a 20th-Century economy.

There is much planning and activity in the construction of roads. An excellent road already exists between Rio and Salvador. The same highway soon will be completely surfaced to Recife, and another road connecting Recife with Fortaleza is near completion. Under various state highway plans, a network of secondary highways is also beginning to emerge.

Encouraging advances

Some of the most encouraging advances have been in the area of electric power. At Paulo Afonso Dam, a capacity of 375,000 kilowatts was recently augmented to 615,-000. Paulo Afonso power, covering the Northeast, is transmitted by CHESF (The Hydroelectric Company of San Francisco) which has strung one of the world's

NORTHEAST BRAZIL'S INDUSTRIAL GROWTH refutes many of the myths about the area's economic stagnation. Photo shows part of the COPERBO Plant in Cabo, Pernambuco.



longest power lines along the 692 kilometers between Paulo Afonso and Fortaleza.

Between the states of Maranhao and Piaui, 22-hour workdays are rushing Boa Esperanca (Good Hope) Dam to its 1968 completion date. Boa Esperanca's initial power supply will be 96,000 kilowatts, with plans to double that within three years.

Industrial activity is still limited in the Northeast, but with the recent developments in transportation and power, it is definitely on the upswing.

Presently, some three-fourths of the region's factory employment and value added by manufacturing is in the fields of food processing, textiles, chemicals and non-metallic minerals. In the states of Pernambuco, Alagoas and Bahia, textile manufacturing is a multi-million-dollar business that is in need of new ideas and technology.

Cement production accounts for nearly one-half of total production of non-metallic minerals. Still, there are only three states with capacity to produce cement, and there is excellent opportunity for investment.

Lumber, leather, clothing, beverages, printing, furniture and paper are all smaller industries that need augmentation because they are unable to supply the market of 28 million.

Major activity

Agriculture is, of course, the Northeast's major activity. The region is one of the world's prominent sisal and cotton producing regions. Vegetable oil by-products have become an industry of considerable size that needs investment to attain better quality and higher efficiency of extraction in the industrial sector, and greater yields and quality on the agricultural side.

Processing of the food grown in the Northeast is still in its infancy. Presently only a few fruit juices and pastes, soft drinks, beer and bread are processed in the area. Canned meats and fruits, fish, mixes, biscuits, cheeses and most other products are still imported from the Center-South. The growth potential of the food processing industry in the Northeast is considerable.

The coordinator of development plans in the Northeast is a federal government organization called SUDENE (Superintendency for the Development of the Northeast). Its mission is to promote, plan and coordinate the development of the Northeast, and it is given almost carte blanche by the Brazilian Government in doing it.

Aside from the millions of dollars SUDENE spends each year on development projects, federal law permits it to administer a system of far-reaching investment incentives.

Under Articles 34/18 of SUDENE's statutes, any corporation—Brazilian or foreign—may opt to deposit in the Banco do Nordeste do Brasil the equivalent of 50% of its Brazilian income taxes in order to invest these deposits in industrial, agricultural or tele-communications projects in the Northeast.

A depositor can choose his own project in which to invest the money and, if he's short on capital or is not yet located in Brazil, can get tax deposits from other parties. Tax deposit funds can be used in projects in the proportion of up to three cruzeiros for every one of private capital.

Foreign investors can also contribute working capital in the form of equipment. Also, once they establish in the Northeast, their businesses will probably be exempt from state and municipal income taxes for terms varying from six to ten years.

Value of incentives

Testimony to the value of SUDENE's investment incentives lies in the caliber of some of the firms that have taken advantage of them: Du Pont, Union Carbide, Willys Overland, Firestone, Bunge Born, Phillips Petroleum, Johnson & Johnson, OK Rubber, Fiat Lux, Ray-O-Vac, Pirelli.

Partly due to these incentives, and to the labors of SUDENE, the U.S. Agency for International Development, and private business, is the encouraging rise in the Northeast's per capita income. Only a few years ago it was one-third of that of the worker in the Center-South. Now it is more than one-half.

Between 1948 and 1956 the real product of the Northeast grew 4% per year while, in the Center-South, the comparable figure was 5.3%. Now the Northeast's business is growing at an annual rate of 7%; and the area is looking to make it more.

Defense Executive Reserve has World Trade Unit

Twenty-eight business executive are the first members of a new Bureau of International Commerce unit of the National Defense Executive Reserve. They were appointed by Secretary of Commerce Alexander B. Trowbridge.

Members of the National Defense Executive Reserve are representatives of business and labor, professional men and Government personnel trained to serve in key civilian positions at local, regional or national headquarters during periods of national emergency. They are appointed for three-year terms and serve without compensation.

The BIC Executive Reservists will be trained to handle assignments in export-import trade and finance, according to Lawrence A. Fox, BIC Director.

Other Commerce Department Executive Reserve units include those in the Office of the Secretary, the Business and Defense Services Administration, the Maritime Administration and the Bureau of the Census.

C. Farris Bryant, Director of the Office of Emergency Planning (OEP) in the Executive Office of the President, administers the Executive Reserve program.

India publishes draft on revised standards for flameproof material

The Indian Government has issued a draft revision of standards for flameproof enclosures of electrical machinery and apparatus for use in mines and other places where flammable gases or vapors may exist or originate inside the enclosure. The draft revision of Indian Standard No. IS:2148-1962 represents the culmination of detailed technical discussions spanning several years. This revision will not only improve India's flameproof electrical equipment standards but will also eliminate many impediments to acceptance in India of flameproof electrical equipment manufactured elsewhere.

Technical comments and recommendations from interested agencies and suppliers of flameproof equipment must be submitted to the Flameproof Electrical Sectional Committee of the Indian Standards Institution in New Delhi by July 14, in order to receive consideration.

Loan copies of the draft standard are available in the Division of International Activities, Bureau of Mines, Interior Building, Washington, D.C. 20240.

Congo drops quotas on seeds, fertilizer, petroleum, others

The Republic of the Congo (Kinshasa) announced on Apr. 24 the immediate liberalization of imports of fertilizers, seeds, insecticides, fungicides and herbicides. Importers of these products will no longer be required to obtain a specific quota allocation before requesting foreign exchange permits.

Other products which were liberalized earlier and which may also be freely imported into the Congo include petroleum, salt, fish, meat, and yeast.

Indian budget features higher excise taxes, lower export duties

Minor corporate, personal tax concessions proposed; government to continue last year's import program

India's new budget for the fiscal year ending March 31, 1968, combines sizeable excise tax increases on a number of important commodities with lower export duties on tea, jute, and manganese ore.

Selective but minor tax concessions are granted to corporate and personal taxpayers. The tax bills must receive parliamentary approval.

The government intends to continue the import liberalization program initiated last year, and all avenues of stimulating investment and developmental outlays will be explored as soon as some improvement appears in the supply of consumer goods.

The Finance Minister called for preferential treatment for export industries in allocation of scarce domestic and imported resources, and recommended the creation of a "hospitable environment" for private foreign investors who can provide knowledge of foreign markets and how to exploit them.

Personal income tax

The exemption limit on unearned income will be raised from Rs. 15,000 ($1,995) to Rs. 30,000 ($3,990) for surcharge purposes. Dividend income up to Rs. 500 ($66.50) from Indian corporations will be tax free, and rebate on investments in approved savings is raised from 25 to 30 percent.

Corporation tax

Priority industry treatment is to be extended to approved hotels run by Indian companies, and hotel buildings constructed after March 31, 1967, will qualify for an initial depreciation allowance of 25 percent.

In a measure designed to benefit industrial enterprises which usually have low profits in initial years, tax holiday concessions are extended to carry forward unabsorbed benefits for assessment year 1967-68 up to eight years from commencement of the business.

Relief to small-scale industries is granted with extension of the 45 percent concessional rate to "widely-held domestic companies" with income up to Rs. 50,000 ($6,650), compared with the present income limit of Rs. 25,000 ($3,325).

Excise taxes

Excise duties will be increased on: coffee and tea; hessian and other jute manufactures; gasoline and petroleum products (no increases on kerosene, diesel oil for agriculture, or fuel oil for industry); cigarettes, cigars, and cheroots; artificial or synthetic resins or plastic materials; rayon and synthetic fibers; aluminum ingots and aluminum plates, sheets, circles, strips, pipes, tubes, and extruded shapes and sections; and cotton twist, yarn, and thread used in the powerloom sector. Excise duties are to be imposed on rubber piping, tubing, and belting, and excises will be reimposed on footwear.

Import and export duties

No increases in basic import duties are proposed, but wherever excises have been increased there will be equivalent "countervailing" duties on imported goods, in addition to existing duties.

Export incentives are offered in the way of lower export duties on sacking (other than cotton bagging), carpet backing, jute specialties, and other hessians, and on manganese ore having between 10 and 48 percent of manganese content.

The virtually balanced budget, which forecasts an overall surplus of about $1 million, is concerned with checking inflation through fiscal restraint in both current and developmental expenditures. The 1967-68 budget provides for revenue receipts at $3,599 million and disbursements at $3,191 million, resulting in a surplus of $408 million.

Capital receipts in the new budget are shown at $2,277 million, disbursements at $2,684 million, and a deficit of $407 million. While developmental expenditures are held at last year's level, continued high priority is given to the agricultural sector.

In presenting the budget, the Finance Minister identified the following areas of immediate concern in the economic field: the serious food situation created by two successive years of drought; the steady rise in prices over the past three years; the need to revive depressed industrial activity, particularly in capital goods industries; and the recent adverse trend in exports.

Specific tax on Philippine cigarette imports lowered

On May 10 the Philippine Congress passed legislation lowering the specific tax on imported cigarettes of Virginia tobacco by P2 per thousand (P3.90=US $1).

The new tax rates apply to these types: Virginia type or flue-cured tobacco unwrapped—P6 per 1,000 (formerly P8); Virginia type or flue-cured tobacco wrapped in tinfoil, cellophane or pliofilm or packed in cartons or tin cans—P10 per 1,000 (formerly P12). Chemically treated cigarettes—P3 per 1,000 (formerly P3.50); cigarettes made of native leaf tobacco other than Virginia—P2 per 1,000 (formerly 2.50).

These rates apply only to cigarettes no longer than 71 millimeters (2.8 inches). Rates for king-sized cigarettes are double those for standard length cigarettes.

New import schedule established by Peru

In an executive decree dated June 5, Peru established a new import schedule and restricted the import duty and income tax exemptions granted under the Industrial Promotion Law. The new import schedule reduces slightly duties on capital goods, increases duties on goods considered luxuries, and maintains the former levels of duties on essential imports. The new duties were scheduled to go into effect June 7.

In separate actions, the Peruvian Association of Customs Agents announced on May 24, 1967 that in view of the tight credit situation, customs agents would no longer finance customs clearance charges, and a ministerial resolution instructed Peruvian airport authorities not to clear any air shipments failing to present a Spanish translation of the airway bill or air cargo manifest.

U.S. investors abroad may draw on $101 million in foreign currencies

Loans must be used for business development or trade expansion in 18 specific developing countries

The equivalent of $101 million in foreign currencies is now available in 18 developing countries for lending to U.S. business enterprises interested in overseas investments.

The U.S.-owned funds, administered by the Agency for International Development, are derived from sales of Food for Freedom commodities. Known as "Cooley" loans, they are named for former Rep. Harold D. Cooley of North Carolina who sponsored the amendment to Public Law 480 which established this private enterprise incentive.

Eligible borrowers are U.S. firms or their branches, subsidiaries and affiliates which will use the local funds for business development or trade expansion in the specific developing country. U.S. or local firms also may borrow for purposes which would expand overseas markets for U.S. agricultural products.

The local currency loans are repayable in the same currencies. Loans may not be made for investments in the manufacture of products which would be exported to the United States or which would compete with U.S. products. Issuance of these loans also must give consideration to the continued expansion of markets for U.S. agricultural commodities.

Inquiries on the Cooley loan program may be addressed to the Businessmen's Information Service of AID's Office of Private Resources, Washington, D.C. 20523, or may be made by telephoning DUdley 3-4291.

Countries in which Cooley loan funds are available, and the amounts in each as of April 30, are fully listed in the accompanying table. The figures are subject to frequent changes as loan applications are received and processed. Investors should, therefore, communicate with the appropriate AID Regional Bureau to ascertain current availability before filing their formal applications. Applications are already on hand exceeding the amounts available for loans in some of the countries listed in the table, although these funds are uncommitted.

Cooley funds available for loans

Country	Unit of Currency	Amount (000)	U.S. Equivalent ($000)
Latin America			
Bolivia	Pesos	4,373	368
Chile	Escudos	11,559	2,236
Paraguay	Guaranies	61,992	492
Far East			
China	N.T. dollars	81,144	2,029
Korea	Won	65,628	246
Philippines	Pesos	2,700	691
Near East and South Asia			
Ceylon	Rupees	2,145	451
India	Rupees	275,776	36,790
Iran	Rials	52,638	702
Israel	Pounds	32,603	10,868
Pakistan	Rupees	76,634	15,939
Turkey	Lira	49,795	5,533
UAR (Egypt)	Pounds	6,887	12,395
Africa			
Congo (Kinshasa)	Congolese francs	435,806	2,905
Guinea	G. francs	294,266	1,194
Morocco	Dirhams	9,871	1,951
Sudan	Sudanese pounds	464	1,338
Tunisia	Dinars	2,504	4,806
TOTAL			$100,934

Cotton purchases by Japan financed by Eximbank credit

Some 600,000 bales of U.S. raw cotton exports to Japan will be financed by a $75 million credit extended by the Export-Import Bank to The Bank of Tokyo, Ltd.

Terms of the Eximbank credit provide for financing exports of cotton purchased under sales contracts entered into on or after April 1, 1967, for shipment from the U.S. to Japan after Aug. 1, 1967.

Purchases by Japanese textile mills will be financed through 12-month drafts drawn by the U.S. shippers on The Bank of Tokyo, Ltd., pursuant to letters of credit issued by U.S. commercial banks. The letters of credit must expire not later than July 31, 1968.

U.S. limits dried egg imports from Argentina

The Office of Foreign Assets Control, Department of the Treasury, is amending Section 500.204, appendix, item (101) to include in its quota list of imports of commodities from specified countries this item: "dried eggs from Argentina."

Quotas have been established for the importation of certain commodities under annual limitations set by determined amounts which are currently available for export.

$5 million Alliance loan to Venezuelan utility authorized

U.S. equipment for new unit to be purchased with credit

A Venezuelan electrical utility company, C. A. La Electricidad de Caracas (EDC), was authorized a $5 million Alliance for Progress credit recently by the Export-Import Bank.

The funds will be used by EDC to buy U.S. equipment for a 60-megawatt gas turbine peaking unit project at Caricuao, near Caracas. Installation of the new unit will increase the utility's capacity to 589 megawatts.

The Worthington Corp. of Harrison, New Jersey, holds a turnkey contract for the project, which will cost a total of $7.3 million, including local costs.

Other firms involved in this project are the Pratt and Whitney Division of United Aircraft of Hartford, Conn., which will make the jet engines, and Westinghouse International which will supply related equipment.

Continued increases in the demand for power in its area is forecast by EDC, however, so that in the next few years it plans a major expansion to interconnect its system with the Guri hydroelectric project in the Guayana area of Venezuela.

$60 million credit given Spanish steel maker by Eximbank

The Export-Import Bank has authorized a $60 million credit in favor of Empresa Nacional Siderurgica, S.A., (ENSIDESA), a quasi-governmental integrated steel producer in Spain. Proceeds of the credit will finance purchases in the United States of equipment and services needed in modernizing the firm's facilities.

Specific items to be purchased with Eximbank's loan have been determined on the basis of international competition and with the advice of Armco Steel Corp. of Middletown, Ohio, technical consultant to ENSIDESA. Principal items to be purchased in the U.S. will include a new hot strip mill, replacing obsolete equipment, equipment for expanding an existing cold strip mill, and equipment for an electrolytic tinning line. Among U.S. firms supplying this equipment is Blaw-Knox Co. of Pittsburgh. Other suppliers have not yet been selected by ENSIDESA.

The total cost of the present phase of the expansion program to be completed by 1971, will be slightly over $92 million, including local costs. The ENSIDESA works are at the port of Aviles on the north coast of Spain.

Tanzanian roads to be improved

U.S. loan to be used to build section of Great North Road

The United States will help Tanzania improve a section of a major road link between Zambia and the port of Dar es Salaam with a $1.6 million loan from the Agency for International Development. The loan will finance engineering costs of the Tanzania segment of the Great North Road. Repayment will be in dollars over a period of 40 years.

An engineering study being made by DeLeuw, Cather International, a U.S. firm based in Chicago, under a contract with the Government of Tanzania is scheduled for completion by March, 1968.

The great North Road runs from Lusaka in Zambia northeast to Iringa in central Tanzania and from there branches north to Nairobi, Kenya and east to Dar es Salaam. The existing road serves as a major artery for Tanzania linking the southern highlands, an area of considerable economic potential, with Dar es Salaam and East Africa generally.

AID and the Kenya Government are jointly financing the design engineering of the section from Athi River, just south of Nairobi, to the Tanzanian border. The remaining section in Zambia, from Serenje to Mpika and from Mpika north to Tunduma at the Tanzanian border are now being engineered by the Zambian Government with World Bank assistance.

An AID-financed study by Stanford Research Institute, completed in mid-1966, disclosed the need for a substantial upgrading of the Great North Road. The type of surfacing for the project will be determined after completion of the first phase of the engineering study in June, 1967.

Export license need dropped for some E. Europe shipments

Relaxation on auto parts shipments also applies to Hong Kong, Macao

The U.S. Department of Commerce has announced that validated export licenses no longer will be required to export certain U.S. goods to specified destinations.

The Department stated that the changes are part of a continuing effort to insure that the list of commodities requiring validated licenses refer to current U.S. security concerns.

Validated export licenses no longer are required for shipments to Eastern European countries of many dairy products; cereal flours, meal, groats, grain starches, and preparations of flour, starch, or malt; tobacco; Port Orford cedar logs and lumber; raw cotton (excluding linters), cotton waste, and carded or combed cotton; certain crude and manufactured fertilizers; and linseed oil, coconut oil, and soft vegetable oils.

The Commerce Department also lifted the validated export license requirements for shipments to East Germany of bakery products, sugar, cereal foods, sauces, and salad dressings; neoprene, miscellaneous organic chemicals, and urea fertilizer; and corsets, brassieres, and girdles. In taking this action, the Department pointed out that validated export licenses were not required previously for shipments of these commodities to other Eastern European countries.

The validated export license requirement is also lifted for shipments of certain automotive equipment and other goods to Hong Kong, Macao, and the Eastern European countries. Included are passenger cars having single axle drives, batteries, automotive vehicle fuel pumps, speedometers, tachometers, certain measuring and checking instruments for automotive maintenance, springs and spring leaves for passenger cars and small trucks, sealed beam lamps, and ignition equipment.

The new regulations, effective immediately, are contained in Current Export Bulletin 948 of May 29. Copies of the Bulletin are available at 25 cents each in Room 6043, Department of Commerce, Washington, D.C., and in the 42 Commerce Department Field Offices.

Turks make proposals

U.S. Mission brings back many venture and licensing opportunities

The 64 investment opportunities from Izmir and Ankara listed below substantiate reports from members of the recent Trade and Development Mission to Turkey that Turkish businessmen are keenly interested in joint venture and licensing arrangements with U.S. firms. A substantial number of opportunities from Istanbul and Adana are in course of preparation and will be published in future issues of INTERNATIONAL COMMERCE.

Turkish interest in collaborating with U.S. firms to expand existing operations or create new industrial concerns includes proposals to make U.S. products under license in Turkey, requests for technical assistance and joint ventures involving U.S. participation in the form of financial and technical know-how. The proposals cover a wide range of industry and products. They include such diversified fields as tourist resort development and mining, industries, and feature the manufacture of such products as whipped margarine and lenses for eyeglasses.

To permit quick reference by U.S. firms, proposals are listed in numerical sequence by Standard Industrial Classification number. Companies interested in following up one or more of the proposals are asked to show the Interview Report (IR) number on any correspondence with a Turkish firm or with the Bureau of International Commerce. This identifying IR number is listed immediately after the address of the foreign firm.

1000 Metal mining

An Izmir food company seeks a joint venture with an experienced U.S. firm to exploit mineral deposits said to contain iron ore, nickel and cobalt.

A U.S. participant is asked to provide part of the capital, machinery and technical know-how.

The Turkish company was established in 1952 and has about 100 employees.

Write: Ali Tashken Co., P.O. Box 79, Izmir, Turkey. IR-0246-X.

1021 Copper mining

An Izmir promoter who claims to have a license on a copper ore deposit in Denizli seeks a joint venture with a U.S. mining concern.

Write: Osman Boyacioglu, Agent, Gazi Bulvari 95/A, Izmir, Turkey. IR-0241-X.

0130 Livestock

Organized to manufacture veterinary specialities, import pedigree cattle, sell the milk from a 200-head dairy herd and possibly establish a poultry operation, this organization proposes a joint venture on the farm operation to provide adequate working capital.

The organization needs no outside capital for its veterinary products and pedigree cattle importation programs but offers equity for a U.S. investor's financial participation in the neighborhood of $20,000. Many of the organization's shareholders are local veterinarians.

For further details **write:** Hayvancilik Endustrisi Anonim Sirketi, Kabatas Apt. No. 17/7 Set U stu Iskele Karsisi, Kabatas, Istanbul, Turkey. IR-0255-X. WTD.

This executive of an Ankara firm which makes electrical wiring proposes a joint venture with an experienced U.S. firm to enter either the poultry or cattle raising business. A site has been selected a short distance from Ankara. The executive has a number of other Turkish businessmen interested in the venture. Capital for the project is estimated at around $100,000.

Write: Mimas, Muhendislik Insaat ve Madencilik A.S., Ataturk Bulvari No. 77/3, Ankara, Turkey. IR-0117-X. WTD.

1031 Lead mining

A Turkish businessman, who owns and operates a 35-man welding and machine shop, claims to have a license to develop a lead mine abandoned by French interests. He seeks a joint venture with an experienced U.S. mining concern to develop the mine.

Write: Sahayi Bolgesi, Yalkiri Cad. No. 51, Balikesir, Turkey. IR-0239-X.

0134 Poultry farms

A joint venture to raise poultry is sought by an Izmir manufacturer of cement products. The firm says it owns approximately 59,500 square yards of land on which the operation would be established.

Write: CIMENTAS, P.K. 384, Izmir, Turkey. IR-0173-Xa. WTD.

1210 Lignite mining

Proposing a joint venture to raise capital, this Turkish mining promoter claims to have a license for a 10-million-ton lignite deposit which needs development. He also claims to have licenses on marble and manganese deposits.

Write: Hamza Sadi Ozbek, Mermer ve Maden Isletmesi Mugla, P.O. Box 3, Mugla, Turkey. IR-0192-X.

1455 Kaolin mining

This firm is engaged in the mining of kaolin and proposes a joint venture in order to expand operations.

Sought of a U.S. company is an investment of approximately $330,000 either in the form of machinery or capital.

The Turkish firm claims current domestic demand is taking all the kaolin it can produce. The company employs about 50 persons.

Write: Cevher Ticaret Limited Sirketi, USAK, Turkey. IR-0254-X.

1621 Heavy construction

This firm, engaged in well drilling and pile driving, proposes a joint venture with an experienced U.S. company. The Turkish concern needs modern equipment and technical assistance to enable it to perform jobs of larger scope.

A U.S. participant is asked to provide machinery or capital. The Turkish firm is prepared to invest an equal amount in the enterprise. It has around 30 employees.

Write: Pek Sondajlari, Sakarya Mahallesi Camlik, Sokak No. 22, Manisa, Turkey. IR-0187-X.

2013 Canned meats

A long established Izmir manufacturer of macaroni products and miller of flour and corn meal seeks a joint venture with an experienced U.S. packer to can spaghetti and meatballs. It is also interested in obtaining the technical know-how and equipment to construct nine, 600-ton-capacity silos for its wheat supply.

Founded in 1926, the Turkish company has 80 employees.

Write: Ulukartal Makarnacilik Ticaret ve Sanayi Ltd. Sti., Kazum dirik Cadd. No. 69, Bornova, Izmir, Turkey. IR-0229-X. WTD.

2033 Canned fruits and vegetables

Established in 1963, this canner of tomato paste and sauce seeks a joint venture with a U.S. canner of fruits and vegetables, including tomatoes.

The U.S. firm is asked to provide technical know-how and equipment. The products would be marketed in Turkey and exported to EEC and Middle East. Reportedly, the Turkish concern has about 128 employees.

Write: Gurbahce Konserve Fab. Nazilli, Nazilli, Turkey. IR-0245-X.

This exporter of seedless tangerines proposes a joint venture to set up a canning and bottling operation for fruit juice, fruits and vegetables. He is prepared to invest a minimum of $10,000 in the project.

Write: Sedat Ozkavalcioglu, M. Hal No. 29, Izmir, Turkey. IR-0195-X.

Currently manufacturing and importing products for the electric power industry, this firm is interested in negotiating a joint venture with a major U.S. canner to process,

can and possibly freeze fruits and vegetables.

Asked of a U.S. partner in return for equity is financial participation in the form of machinery and equipment, along with technical know-how.

The firm is reported to own a 400,000 square meter tract on which are 16,000 hybrid orange trees.

Write: Fenni Ve Gama Ins. Grb. Ltd. Sti., Kizilay Emek Is Hani Kat 18, Yenisehir, Ankara, Turkey. IR-0153-X. WTD.

An Ankara manufacturer of food products proposes a joint venture with a major U.S. food canner for expansion purposes.

The U.S. partner would be asked to furnish equipment and technical know-how in return for equity.

Currently employing 92, the Turkish firm was founded in 1953. Plans call for adding juices and soft drinks to the product line.

Write: Piknik Muessesesi, Yenisehir, Ankara, Turkey. IR-0152-X.

An Ankara importer-exporter proposes some form of collaborative arrangement with a U.S. firm experienced in the industry to can fruits and vegetables.

The firm was established in 1961 and currently has 21 employees.

Write: Emekli Ticaret, Necatibey Caddesi 6/6, Ankara, Turkey. IR-0103-TX.

Established in 1950, an Izmir cement firm seeks a joint venture to process, freeze and can vegetables and fruits, including citrus products. At a later date, the company would be interested in canning meat.

The Turkish company has around 450 employees.

Write: CIMENTAS, P.K. 384, Izmir, Turkey. IR-0173-Xb. WTD.

2034 Vacuum packed nutmeats

A Turkish cooperative association of filbert nut growers is interested in some type of joint venture arrangement under which a major processing plant with vacuum packing equipment for nut packing could be established.

The Association would like to process and vacuum-pack filberts in retail containers for export.

Write: Fiskobirlik Coop, Giresun, Turkey. IR-0122-TX.

A licensing or joint venture arrangement is sought by this long established processor of filberts. The firm would like to contact a major U.S. nutmeat processor interested in licensing its dry roast process. This would also include installation of modern vacuum packing equipment for canning the nuts in retail packages.

The firm currently packages filberts by vacuum in 12½ kilo tins and cellophane. Processing includes blanching, slicing, chopping, roasting and frying the nutmeats.

Founded in 1930, the firm has 75 employees. It exports filberts to seven European countries.

Write: Kahramoman Sagra, Suleyman Felek Caddesi No. 77, Ordu, Turkey. IR-0118-TX.

2043 Cereal preparation

An Izmir manufacturer and importer of such products as macaroni and spaghetti seeks a joint venture or similar collaborative arrangement with a U.S. firm experienced in the industry to process and package bulgar wheat for marketing in both Turkey and the European Common Market. The firm is reported to have the necessary capital for this project.

Write: Maktas, Makarnacilik Ve Ticaret T.A.S., Bayrakli, Izmir, Turkey. IR-0227-Xa.

2052 Cookies and crackers

Experienced in the production of dried fruit and seedless raisins since 1941 and currently employing between 40 and 50, this Izmir firm would like to get into the manufacture of crackers, cookies and snacks through some form of joint venture or licensing arrangement.

The firm is also interested in canning fresh fruits and vegetables in the Adana area.

Write: Enver Bakioglu, P.O. Box 411, Izmir, Turkey. IR-0228-X.

2091 Cottonseed oil

Representing 11 companies in Bergama, this organization proposes a joint venture to modernize cotton seed oil operations. The organization claims to have available around $160,000 as its share of a project to install new processing equipment.

Write: Chamber of Commerce of Bergama, Bergama, Turkey. IR-0207-X.

2096 Margarine and olive oil

To install modern processing systems and equipment, this Izmir refiner of olive oil seeks a joint venture with a U.S. firm experienced in the industry. The firm is also interested in packaging its olive oil production in retail containers for export to European Common Market countries and getting into production of whipped margarine.

Write: Akinlar Tic Ltd.—Izmir—Rahim Kibar—Celal Akin, Kucuk Kardicali Han No. 37/38, Izmir, Turkey. IR-0226-X.

2099 Potato chips

This Izmir wholesaler of food products, household and cosmetic items, and importer of aerosol containers proposes a joint venture to establish a potato chip and popcorn manufacturing operation as an adjunct to its wholesale warehouse.

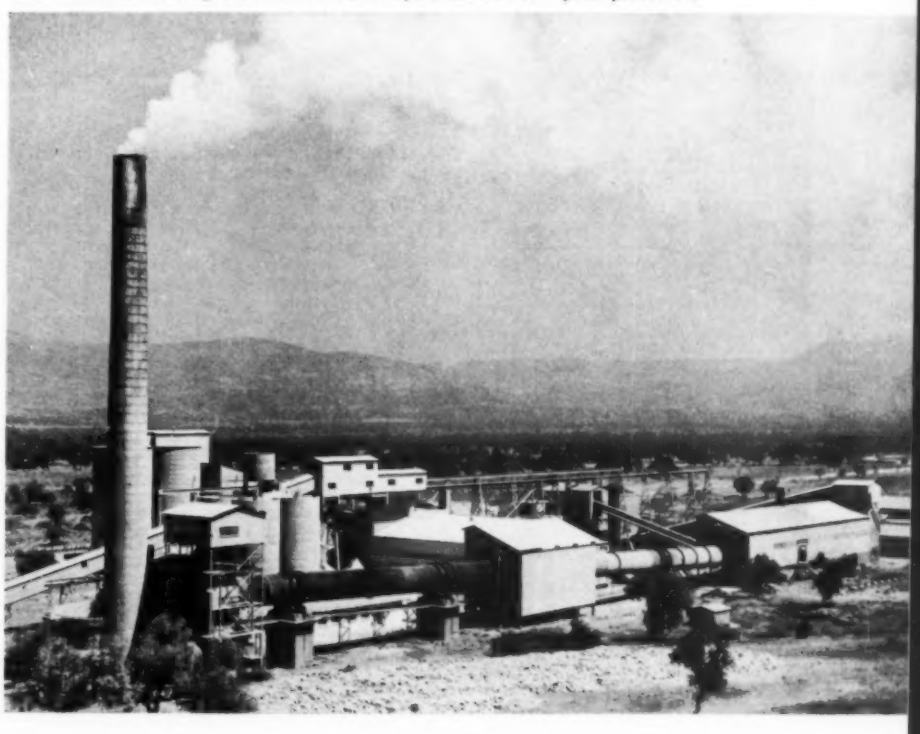
The firm would also like to contact a U.S. firm able to assist it in modernizing its warehousing facilities. It needs a layout for a 5,000-square-meter operation, including schematics and recommendations on materials handling equipment.

Write: Ayker Kollektif Sirketi, Hurriyet Bulvari, 1374 Sokak No. 18/ABC, Izmir, Turkey. IR-0236-X.

2099 Peanut butter

Established this year and claiming to be the first manufacturer of peanut butter in Turkey, this firm with ten employees would

U.S. KNOW-HOW AND MACHINERY are wanted for factories such as this one in Izmir, Turkey. Capital investments also are sought to modernize other operations and to expand production.



like to purchase used peanut butter processing and packaging equipment and obtain technical assistance in its installation and operation; and is also interested in processing such cereals as corn flakes as a supplement to its present business.

Write: Sini Ticaret, 863 Sokak Turgutlu Ishani, Izmir, Turkey. IR-0235-T.

2241 Rubber V-belts

This Izmir manufacturer of oil seals and automotive and textile machinery spare parts proposes either a joint venture or licensing arrangement to make rubber V-belts. The firm says two local rubber companies would cooperate in the venture.

Write: Kenan Boyar Ithalat, Ihracat, Mumessillik, Ataturk Caddesi No. 154 (P.O.B. 208) Izmir, Turkey. IR-0202-X. WTD.

2433 Prefabricated housing

Founded in 1957 and employing 500, this Izmir manufacturer of concrete lighting poles and building supports is interested in a joint venture or licensing arrangement to construct prefabricated housing.

Write: Can Altintas, Betontas Sanayii, T.A.S., P.K. 424, Gaziemir, Izmir, Turkey. IR-0238-X. WTD.

2645 Chipboard

Established in 1958 and currently employing 65, this manufacturer of chipboard seeks expansion and diversification through a joint venture.

The firm sells its chipboard in 28″ x 40″ sheets or cut to size. Net worth of the company is around $525,000.

Write: Karteks Ticaret ve Sanayi A.S., Gazi Bulvari 47, Izmir, Turkey. IR-0200-X. WTD.

2649 Corrugated paperboard

An Izmir wholesaler of handtools, glassware and cutlery is interested in a joint venture to produce corrugated board. The firm is reputed to have adequate financing for the project but would consider participation by a U.S. firm willing to assist in construction of a plant and provide technical know-how in its operation. The Turkish company has in mind a plant capable of producing 30.000 tons annually with facilities capable of producing cartons at a later date.

Write: Yorgancilar Ticaret Lmd. STI., 876 Sokak No. 35, Izmir, Turkey. IR-0233-X.

2821 PVC production

Founded in 1922 and currently having 300 on the payroll, this firm of macaroni and spaghetti manufacturers proposes a joint venture with an experienced U.S. firm to produce and print PVC transparent wrap for the food industry, including packaging services.

Write: Maktas, Makarnacilik Ve Ticaret T.A.S., Bayrakli, Izmir, Turkey. IR-0227-Xb.

2844 Aerosol toiletries

Established in 1942 and currently employing 70, this Izmir packager of insecticides wants a joint venture to expand and diversify its line of insecticides packed in aerosol cans. The firm imports these cans from the U.S. and would like to package deordorants, detergents, shaving cream, hair spray and similar products in aerosol containers. The firm began aerosol packing of insecticides in 1963. It is particularly interested in discussing joint venture arrangements with a U.S. firm experienced in aerosol packaging of toiletries as it would need technical know-how in the operation.

Write: Ayker Kollektif Sirketi, Orhan Ayker Hurriyet Bulv. 1374 So. 18/ABC, Izmir, Turkey. IR-0221-X.

3211 Eyeglass lenses

Established in 1960 and currently employing 80, this Izmir manufacturer of eyeglass frames proposes some form of joint venture or licensing arrangement to make eyeglass lenses. Reportedly, no eyeglass lenses are made in Turkey, all being imported from Europe and the United States.

Write: Gozluk Sanayi A.S., 1588 Sokak No. 23, Mersinli, P.O. Box 498, Izmir, Turkey. IR-0237-X.

3272 Concrete products

An Izmir cement manufacturer seeks a license to produce prefabricated concrete homes, block and pipe. The firm also wants to make and distribute plastic building materials.

The Izmir company would pay for technical know-how and machinery, plus a royalty to the U.S. licensor. It is also interested in purchasing cement mixing trucks.

Established in 1950, the Izmir company reportedly produces 450,000 tons of cement annually. It has around 400 employees.

Write: Cimentas, (Izmir Cimento Fabrikasi T.A.S.), P.O. Box 384, Izmir, Turkey. IR-0247-X. WTD.

This Turkish firm manufactures concrete electric power transmission poles and proposes a joint venture requiring a total investment of around $450,000 to modernize operations and substantially expand production. Asked of a U.S. investor is about $325,000 in cash or machinery and equipment.

Write: Betoncay Beton Direk Ve Kereste Imali, Ridvan Caylak, Izmir Caddesi No. 300, Manisa, Turkey. IR-0199-X.

A recently established firm seeks a joint venture to manufacture concrete ¼″ to 1″ reinforcing bars.

Total estimated cost of the project is $3.3 million. Requested of a U.S. company is approximately $1.5 million in the form of capital or machinery and equipment. The Turkish concern claims that trained technical personnel are available.

Plans call for the establishment of a plant with a daily capacity of 20 tons based on an 8-hour shift.

Write: Sanayi Istihsal Ticaret Anonim Sirketi. Hal Binasi No. 32, USAK, Turkey. IR-0188-X.

3312 Steel tubing

A manufacturer of gas stoves and related metal products seeks to expand operations through a license and joint venture arrangement with a U.S. firm.

The Turkish company is interested in making the type of steel tubing used in metal furniture and domestic air conditioners. It would import the compressors.

Founded in 1956, the Turkish concern has around 60 employees.

Write: Mers Koll. Sirketi, Karabaglar, Aydin Asfalti No. 261, Izmir, Turkey. IR-0252-T.

3315 Steel wire
3351 Copper wire

A joint venture to expand operations is proposed by an Izmir manufacturer of copper and steel wire. The Turkish firm, which also produces machinery for making fire brick and blocks, seeks $500,000 from a U.S. company. The Izmir firm is prepared to invest an equal amount in the expansion project. Reportedly, the concern was established in 1955 and has about 50 employees.

Write: Ege Bakir Ve Demir Tel Sanayi Limitet, B.P. 203 Fevzipasa Bulv. 57 Izmir Skt., Turkey. IR-0248-Xa.

3333 Zinc smelting

An Ankara businessman, owner and operator of a 400-employee hotel, proposes a joint venture with an experienced U.S. firm to mine and smelt zinc from his operating zinc mine in the Kayseri-Zamanti area. The U.S. firm participating in the venture would be asked to furnish the necessary equipment in return for an undisclosed amount of equity.

Write: Mehmet Kemal Ozdedeoglu, Yenisehir, Akay cad. Buklum sok. No. 4, Ankara, Turkey. IR-0120-X. WTD.

3423 Hand tools

This Izmir wholesaler of hand tools, glass and cutlery proposes a joint venture to manufacture such hand tools as wrenches, screwdrivers and pliers.

Write: Yorgancilar Ticaret Lmd. STI, 876 Sokak No. 35 Izmir, Turkey. IR-0234-X.

3452 Bolts

With 19 currently employed in this plant founded six years ago, the owners want to expand and propose a joint venture to make such general machine-shop type items as nuts, bolts and valves. The present owner is prepared to put up to $100,000 in the project.

Write: Normis Makina-Motor Imalat-Etud-Revizyon, Iskitler, Ata Sanayi Karsisi, Secim Sokak No. 30, Ankara, Turkey. IR-0127-X. WTD.

3470 Electrolizing copper

Established in 1955, an Izmir copper and steel wire producer seeks a joint venture to establish an electrolytic copper plant.

A U.S. partner is asked for machinery and equipment. The Turkish concern has approximately 50 employees.

Write: Ege Bakir Ve Demir Tel Sanayi Limitet, B.P. 203 Fevzipasa Bulv. 57 Izmir Skt., Turkey. IR-0248-Xb.

3519 Gasoline engines

An Izmir importer of gasoline engines seeks a joint venture and license to produce gasoline engines with a maximum of 15 hp.

A U.S. company is asked to furnish technical know-how and equipment. The Turkish firm would supply land, buildings and working capital.

Initially 60% of the engine would be made in Turkey and 40% of the necessary parts imported. According to the Izmir firm, there is a domestic demand for 30,000 gasoline engines annually. It claims raw materials are available in Turkey. The firm was established in 1957 and has 8 employees.

Write: Necdet Canbazoglu Ithalat—Ihracat, 1330 Sokak No. 13/A, Izmir, Turkey. IR-0243-X.

3519 Diesel engines

This long established manufacturer of irrigation pumping units seeks a license to make parts for one-cylinder diesel engines.

The Izmir firm would first like to import complete engines, then assemble them from imported components and finally get into the manufacture under license of components within its competence.

Write: BMS Baykent Makine Sanayii, P.O. Box 421, Izmir, Turkey. IR-0189-X.

3522 Agricultural equipment

An Izmir manufacturer of agricultural equipment would like to modernize his operation through a joint venture or licensing arrangement. He needs new production equipment along with technical know-how and offers equity in return.

Write: Ima Mamulleri, 1369 Sokak No. 19, Izmir, Turkey. IR-0194-X.

3561 Submersible water pumps

A license to make deep well submersible pumps is sought by this Ankara importer of industrial machinery and tools. The firm has been in business since 1917 and would also give consideration to licenses for other types of electric pumps.

Write: Haseki, Cankiri Cad. 23/A, Ankara, Turkey. IR-0143-X. WTD.

3562 Ball bearings

A licensing or joint venture arrangement to make ball bearings is sought by this Izmir manufacturer of cotton ginning machinery. The firm claims to have a new 120,000-square-foot plant and is well financed.

Founded in 1942, the firm currently has over 100 employees.

Write: Sumer Makine Fabrikasi, Mursel pasa Bulvari 8, Izmir, Turkey. IR-0208-X.

3585 Air conditioners

Employing 74 plus 5 engineers, this Izmir firm makes air-conditioning cabinets for units of from 5 to 20 tons and assembles air conditioners from imported components. It proposes a joint venture to manufacture air conditioners and heat exchangers, importing only compressors, fan wheels and controls. The firm is willing to match a U.S. investor's financial participation of around $165,000. Marketing and production cost surveys of the project have been made. The company's principals are U.S. educated engineers.

Write: Eklo-Koll—Sirketi, Gazi Bulvari 87, Izmir, Turkey. IR-0201-X.

This Izmir firm in the commercial refrigeration field would like a license to make refrigeration equipment and is interested in importing used equipment.

The firm was founded in 1950 and has 38 employees.

Write: Oguz Kaymak, Gazi Bulvari 32, Izmir, Turkey. IR-0224-T.

3621 Electric motors

This Izmir operator of a repair shop for automotive equipment and manufacturer of spare parts for agricultural machinery would like a joint venture with a U.S. firm to make electric motors up to 10 hp. The business was started in 1947 and has 5 employees.

Write: Teknik Atolye Ibrahim Vardar ve Ogullari-Ziraat makine ve Tamircisi, Sakarya Mahallesi Sevim Sokak no 9, Manisa, Turkey. IR-0198-X.

3694 Automotive electrical equipment

An Izmir firm of building contractors with past experience in the automotive parts business proposes a joint venture to make automobile flasher units, condensers, points and distributors. Estimated cost of the project including plant, equipment, raw material and machines is $1.3 million.

A U.S. partner is asked to participate financially in the form of machinery and

RESORT HOTELS AND MOTELS offer potential to U.S. investors in Turkey. See SIC No. 7011 for a proposal on this site at Denizli, about 150 miles from Izmir.

equipment for the venture. The amount of participation is subject to negotiation.

Write: Nevzat Guragac Guris Demir Atelyesi, Cumhuriyet Bulvari No. 186, Izmir, Turkey. IR-0225-T.

An Izmir importer of automotive parts proposes a joint venture to make such automotive electrical parts as armatures and coils. It would also consider the production of shock absorbers and tie rods. The firm would contribute land, buildings and some capital to the enterprise and is seeking financial participation in the form of machinery and equipment, plus technical know-how from the U.S. investor.

Write: Hayim Dalva Ithalat—Ihracat—Komisyon, Akgerman Han No. 301, Izmir, Turkey. IR-0191-X. WTD.

3714 Automobile parts

This wholesale distributor of automobiles and tires proposes a joint venture to manufacture such automotive parts as shock absorbers, wheel hubs, gaskets, brake lining and oil seals. The firm claims to have the capability of investing around $1 million in the project.

Write: Dogan Kantarcioglu, 9 Eylul Meydani No. 2-A, Izmir, Turkey. IR-0204-X.

3952 Lead pencils

An Ankara businessman is promoting the establishment of a plant to make lead pencils and seeks a joint venture with an experienced U.S. pencil manufacturer.

Production of 18 million pencils a year is planned, with expansion to 32 million within five years. The Turkish entrepreneur claims that an application has been made to the Turkish Government for the plant and that approval is expected.

Annual Turkish pencil consumption for 1966 is estimated at 36 million, the bulk being imported. Pencil production is said to be included in Turkey's second Five Year Plan which begins in 1968.

Write: Kuras Anonim Ortakligi, Guvenlik Sokak 78/12, Ankara, Turkey. IR-0126-X.

5048 Fruit and vegetable export

A Turkish businessman in the tourist industry proposes a joint venture to pack and ship fresh fruits and vegetables by refrigerated cargo airplanes to Europe and the Middle East. The produce would be purchased from farm cooperatives. Other Turkish businessmen are claimed willing to invest 51% of the necessary capital.

Write: Alibaba Tourist Services, Ataturk Caddesi 42/1, P.O. Box 172, Izmir, Turkey. IR-0196-X.

7011 Hotels, tourist courts and motels

The Chamber of Commerce of the city of Denizli, which is about 150 miles from Izmir, seeks a joint venture with a U.S. firm in a hotel project.

Requested of a U.S. investor is approximately $120,000 to complete the planned 4-story structure and add a penthouse. The hotel will have 56 rooms, all equipped with modern conveniences. The ground floor is occupied by a bank and the Chamber's offices are on the second floor.

Reportedly, Denizli is an area of historical interest and an airport is planned for next year.

Write: Chamber of Commerce of Denizli, Denizli, Turkey. IR-0259-X.

An Izmir ice cream manufacturer seeks a joint venture to develop a spa type tourist project.

Estimated cost of the project, including the construction of a hotel, is $550,000.

The Turkish entrepreneur claims to own the site for the proposed project and requests financial assistance from a U.S. participant.

Write: Ibrahim Subay, 855 Sokak No. 20, Izmir, Turkey. IR-0244-X.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

The owner of a hotel and some summer bungalows proposes a joint venture to build a 125-room hotel. Estimated total cost of the project is $925,000 plus the land. The promoter owns 17 acres and asks $400,000 of a U.S. investor.

Write: Ardic Hotel—CESME, 2. Beyler 79, Izmir, Turkey. IR-0231-X.

An Izmir promoter owning 80 acres in two separate 40-acre sections with shore lines on both sides of a small peninsula about 40 miles from Izmir proposes a joint venture for tourist resort development or will consider selling the property.

Write: Hayri Indelen, 785 Sokak No. 11, Izmir, Turkey. IR-0230-X.

A Turkish hotel and restaurant operator seeks a joint venture, preferably with a tourist resort developer who has connections with travel agencies. The Turkish firm claims to own a 50-room hotel, 50 bungalows and has sold 50 private homes. It owns 450 acres of shore property about 100 miles north of Izmir and has complete plans for three more hotels, 70 bungalows and 28 private homes. The joint venture proposed covers present operations and calls for only a small capital investment.

Write: Ortur Burhaniye ve Oren Turistik Isletmeleri A.S., Burhaniye-Oren, Balikesir, Turkey. IR-0216-X.

The owners of this hotel about 40 miles from Izmir are interested in locating a U.S. firm of travel agents willing to contract for 60 rooms on a full year basis. No financing is required.

The firm has under construction a complex featuring 62 rooms in the hotel proper and 48 bungalows, a total of 224 beds. A year around operation is contemplated as central heating is installed. A 400-seat restaurant, 100-seat lobby and both inside and open air American type bars are featured. Horseback riding, volleyball, boating, water skiing and skin diving is available.

U.S. tourist agents wishing to obtain full details should **write:** Enternasyonal Turizm ve Ticaret A.S., Fevzipasa Bulvari 1362 Sokak No. 18, Cankaya, Izmir, Turkey. IR-0218-X.

Claiming to have 200 stockholders and $110,000 paid-in capital, this newly organized firm owns 200 acres of shore-line property about 50 miles east of Izmir and would like to develop a resort hotel complex through a joint venture arrangement with an experienced U.S. developer willing to participate financially in the venture.

Write: Turizmir A.S., 3. Beyler, Barut Han Daire 4 Konak, Izmir, Turkey. IR-0220-X.

An Izmir businessman claiming to own four miles of coastline about 800 feet deep as well as a small island proposes a joint venture on a 50-50 basis to develop the property as a tourist resort.

Write: Suras, Tas, Mimar Kemalettin Cad. No. 42 Izmir, Turkey. IR-0211-X.

This Ankara wholesaler of mining and construction equipment claims to own 112 acres with 35,000 feet of shore line and sand beach in the vicinity of Izmir. The firm seeks a joint venture with an experienced U.S. resort developer. The property is reported to have potable spring water and is adjacent to a paved road.

Write: Makine-Servis Ltd., Mithat Pasa Cad., Fazilet Apt. 50/7-8, Yenisehir, Ankara, Turkey. IR-0213X. WTD.

A Turkish promoter proposes some form of joint venture or operating arrangement with a U.S. hotel firm to establish a 140-room hotel.

The promoter says he owns shore line property near Cesme and has completed building plans for a resort hotel. Total cost is estimated at $725,000.

He seeks a firm with hotel operating know-how, either as a partner or willing to lease the facility. Plans call for opening the hotel in 1968.

Write: Mr. Ferid Alpiskender, Cankaya, Gazios Manpasa Budak Sokak No. 3/3, Ankara, Turkey. IR-0217-X.

8911 Engineering services

Established in 1961, this Ankara engineering firm proposes a joint venture with a U.S. firm of engineers in order to diversify.

The Turkish firm currently specializes in engineering designs for the heating and air-conditioning industries. It is interested in designing entire plants.

Write: ERENTURK, Izmir Cad. 31/4, Ankara, Turkey. IR-0101X. WTD.

Three foreign firms offer production rights to U.S. licensees on equipment

Names and addresses available from Commerce Department; items include fish pumping system, special ventilator windows

An Icelandic inventor offers licensing rights on his fish pumping system, a New Zealand firm seeks a U.S. company to manufacture its ventilator windows and licenses are offered U.S. firms by a French inventor for the manufacture of equipment designed for filtering industrial gases and controlling the flow of material.

For additional information concerning these products and the names and addresses of the manufacturers **write:** Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Reference should be made to the appropriate File number assigned each opportunity listed below.

• A French inventor offers licenses to a U.S. firm to manufacture the following equipment: a fluid filtering system; equipment for effecting continuous interaction between a divided solid and a fluid; apparatus for controlling the down flow of a column of divided material.

The inventor says the equipment is designed to remove dust in industrial gases and for use in thermic power installations and chemical mining and metallurgical industries. He has built prototypes of the various apparatus.

The fluid filtering system is able to filter, purify and/or scrub both liquid and gaseous fluids. In conventional equipment of this type a stream of fluid is passed through a permeable body of filtering material such as screens of fabric or wire mesh. The particles to be removed are deposited on these screens, which must be periodically cleaned and replaced. In the inventor's process the fluid is passed through a conduit. Within the conduit are a pair of spaced perforated walls. A mass of filtering material is fed continuously into an inlet at one end of the space between these walls and discharged from an outlet at the other end. The filtering material is constantly cleaned or regenerated as it issues from the outlet and is returned continuously to the inlet to provide a closed circulation loop.

The object of the apparatus for effecting a continuous interaction between a divided solid and a fluid is to perform such solid-fluid interaction processes in continuous form, whereas heretofore it has been difficult to proceed on a continuous basis. This is accomplished by passing the material downward through an enclosure in a generally vertical column at a controlled rate of descent maintaining substantial permeability in the column of material throughout the vertical extent of the column. The fluid is passed through the material in at least one intersecting point and continuous discharge of one of the products of the interaction of the solid and fluid takes place.

The apparatus for controlling the downflow of a column of divided material is designed to provide a system for regulating the rate of descent of a column, sheet or vein of divided material that will be effective, yet rugged, economical and simple. In essence, the smooth, regulated flow of the material is maintained by the utilization of notable, vertically spaced, horizontally extending vaned elements. The elements are preferably rotated in inward directions so as to contribute to the retention of material within the column. A feed hopper controlled by a gate is provided at the top of the apparatus to feed the body of divided material into the space between the elements. A bottom outlet is provided for discharging the material. The inventor states that though the elements may be rotated by power, in some cases it may be desirable to simply allow them to revolve under the action of the weight of the down flowing material. **File 1506.**

• A New Zealand firm offers a license to a U.S. company to produce its ventilator windows.

The manufacturer claims these are the only windows where large unbroken glass panels can be used and at the same time provide full ventilation either on the sides, top or bottom. The aluminum ventilators slide into vertical aluminum jambs and the glass panels can be attached to recess in the ventilator, allowing for variations in design.

The complete unit can be designed to fit any window and the glass can be glazed from inside. There are protruding sashes and frames and all fittings are flush with the wall on both sides permitting easy fitting of blinds and drapes. The ventilators include hidden, built-in insect-proof screens.

According to the New Zealand company, the windows are storm proof, rattle proof, maintenance free, safe and easy to fit. Ventilation is controlled from inside the building by adjustable aluminum louvres.

The firm says its windows are comparable in price with any prefinished window on the New Zealand market **File 1507.**

• An Icelandic inventor of a fish pumping system for catching herring and other fish is interested in a licensing agreement with a U.S. company. He seeks a U.S. firm that would assist him financially in patenting his invention in the U.S. and manufacturing the apparatus for use on surplus 5,000-ton tankers. In return, the inventor offers to share his patent rights and contribute his many years of experience in the fishing equipment field, plus two 12-inch fishing pumps located in Iceland.

In the conventional method of trawling, fish are caught in a net which is hauled aboard the fishing vessel and emptied of its catch. During this part of the operation, important fishing time is lost. To overcome this disadvantage, the inventor has devised an apparatus consisting of a specially constructed net with an open area at one end to receive the fish and a flexible pipe attached to the other end which is connected to a pumping unit on board the vessel. The fish can be conveyed continuously from the net to the vessel, enabling fishing to continue at all times. **File 1508.**

Brazilian producer seeks to make synthetic resins; will visit U.S. in July

A Brazilian producer of cashew nut shell liquid seeks licenses or similar collaborative arrangements with U.S. firms to manufacture synthetic resins from this liquid. Technical assistance and the necessary machinery and equipment are required.

The president of the company, Mr. Osny Monteiro, will visit the United States and will be registered at the International Convention of Lions Clubs in Chicago July 5, 6 and 7. He will be ready to discuss details of the proposal with potential licensors.

For additional information **write:** Companhia Brasileira de Industrializacao da Castanha do Caju, Rua Adriano Martins, 267—Caixa Postal 791, Fortaleza, Ceara, Brazil.

Three British firms want U.S. licenses

Three British firms are seeking U.S. licenses to make precision components or assemblies for aircraft and gas turbines, synthetic resins and polymers, and metal products.

• A license to produce high precision components or assemblies involving tooling, press work and machining for the aircraft and gas turbine industries is sought by a Yorkshire concern.

Plant equipment includes a comprehensive tool shop and heat treatment and welding equipment. The British company claims to have close relationships with major aircraft and engine construction companies in the U.K.

To obtain further details **write:** Mark Tyzack & Sons Ltd., 137 Carlisle Street, Sheffield 4, Yorkshire. WTD.

• A manufacturer of synthetic resins and polymers used mainly by the surface coating and printing ink industries seeks a licensing agreement on a royalty basis or possibly a cross licensing arrangement.

The British firm is interested in newer types of synthetic resins, polymer solutions and dispersions which could be manufactured on the concern's conventional resin making equipment consisting of jacket heated stainless steel reactors fitted with agitators and condensers.

Interested U.S. companies can obtain additional information by contacting: Styrene Co-Polymers Ltd., Earl Road, Cheadle Hulme, Cheadle, Cheshire, England. WTD.

• A licensing and/or cross licensing arrangement to manufacture metal products involving tooling, presswork, plating and other finishing processes is sought by a Birmingham concern. The products would be made for use in the domestic appliance and automotive industries.

The British firm's production facilities include double and single action presses, comprehensive toolmaking machinery and welding, drop stamping and spray painting equipment.

Additional details can be obtained by contacting: Mark Perks Ltd., 11/12 Anne Road, Handsworth, Birmingham 21, England. WTD.

Swiss Precision instrument maker seeks arrangement

A Swiss manufacturer of machine tool accessories, special dies and tools, and metalworking punches, with a modern equipped plant, known for good quality products and high precision work, seeks a licensing arrangement with a U.S. firm for licensed manufacture of high precision industrial or scientific instruments and apparatus in Switzerland.

Established in 1912, the Swiss firm enjoys a good reputation. It employs 50 skilled and semi-skilled workers and is managed by two qualified Swiss engineers.

Write: Jakob Faes AG, Schwyzerstrasse, 8805 Richterswil, Switzerland. WTD.

Applications by private firms asked for leasing ten Dominican hotels

The Dominican Republic will accept applications to lease ten Government-owned hotels to private interests. Deadline for receipt of applications is June 30, 1967. Each application should include a background summary of the applicant's business and financial background and reputation.

These state-owned hotels include a large luxury hotel and a small one in Santo Domingo, two beach hotels, two in mountain resorts and four in provincial centers: The complete list of hotels and their locations is as follows:

Hotel Comercial, Santo Domingo; Hotel Hispaniola, Santo Domingo; Hotel Guarocuya, Barahona; Hotel Hamaca, Boca Chica; Hotel Nueva Suiza, Constanza; Hotel Naranjo, Higuey; Hotel Montana, Jarabacoa; Hotel San Cristobal, San Cristobal; Hotel Maguana, San Juan de la Maguana; Hotel Matum, Santiago de los Caballeros.

Applications and requests for additional information concerning these leasing opportunities should be addressed to: Division Hotelera, Direccion General de Turismo, Avenida Pasteur No. 48, Santo Domingo, Dominican Republic.

ITT to build Indonesian satellite earth station

Presidium approval has been given to a contract between International Telephone and Telegraph and the Indonesian Government for the building and operation of a communications satellite earth station to provide Indonesia with 20 new international telecommunications channels (at present there are only two channels, one to Europe and one to the U.S.).

After building the station for the Government, ITT will operate it under a lease arrangements, recovering its investment from revenues and splitting any net profits with the Government.

Greek companies seek U.S. investors

Two Greek firms are seeking U.S. investors. In one case, the U.S. participant is asked to provide machinery and technical assistance in the manufacture of crankshafts and other automotive parts. The second Greek firm is experienced in electronics and is interested in a joint venture with a U.S. firm to establish a TV set assembly.

• Established in 1954, a Thessaloniki firm engaged in automotive service and reconditioning work seeks a joint venture with an experienced U.S. company to manufacture crankshafts and other major automotive parts.

A U.S. participant is asked to provide machinery and technical assistance. The Greek company would supply part of the capital.

The Thessaloniki company claims there is a good market in Greece for a large number of domestically made automotive parts, where labor costs are relatively low. In addition, the possibilities for the export of these products to neighboring countries are said to be favorable.

To obtain further details **write:** Sarafides Brothers, 10-26th October St., Thessaloniki, Greece. WTD.

A carbon copy of the letter should be forwarded to the American Consulate General, 59 King Konstantine St., Thessaloniki, Greece.

• An experienced Thessaloniki electronics company is interested in a joint venture with a U.S. firm to establish a television receiver assembly operation.

The Greek concern specializes in the manufacture of tele-communications and sound equipment, plus traffic signal systems. The firm believes that with its long experience in assembling other electronic devices, it would be successful in a TV assembly venture. Also, comparatively low labor costs in northern Greece would be helpful in this respect.

The Thessaloniki company claims that the Government plans to build a TV network, which will increase the demand for television receivers.

Complete information concerning this proposed project may be obtained by **writing** directly to the firm: V. Karathanasis, 8 Pringipas Nicolaou St., Thessaloniki, Greece. WTD.

A carbon copy of the letter should be forwarded to the American Consulate General, 59 King Konstantine St., Thessaloniki, Greece.

World Trade Opportunities

Philippines wants bids on variety of supplies, get Eximbank credit

Government seeks equipment for plant, communication needs

The Philippine Dept. of Public Works & Communications, under a credit line extended by the Export-Import Bank of Washington for the Manila Harbor Development, has issued an invitation to bid for the procurement of the following: two stage stationary rock crushing and screening plant 100-150 tph; two units of 2 cu. yd. front end loader (attendant equipment of rock crushing and screening plant); distribution sub-station (supporting equipment of the crushing and screening plant); six units re-powering diesel engines; rock grapple, four units; shop warehouse (prefabricated), 2 units; radio communication system—one base station set; two all bands tunable receiver; 13 mobile marine radio-telephone/radio-telegraph, and two mobile radio-telephone equipment; portable electric drill 1" capacity, one unit; steel foundation tubes—1,359 pcs. of 32 ft. long, 138 pcs. of 34.5 ft. long, 277 pcs. of 39 ft. long, 276 pcs. of 46.5 ft. long, 276 pcs. of 41.5 ft. long, 476 pcs. of 53 ft. long.

Bids, on special forms supplied to bidders, will be c.i.f. Manila, and will be received by the Bidding Committee of the Philippine Embassy, Washington, D.C., on or before 10 a.m., July 31, or by the Committee at the offices of the Secretary of Public Works & Communications in Manila, on July 31, 1967.

Only one bid shall be submitted by either the U.S. supplier or his Philippine representative, either in Washington, D.C. or Manila. If bids were submitted by both parties and/or in both places, same will not be considered. Bids received in Washington will be opened immediately after the deadline. Interested bidders must be prequalified before they can be issued "Invitation to Bids". Application for pre-qualification must be submitted on or before July 15, to either offices mentioned above.

Full particulars regarding application may be obtained from Mr. George Aducayen, Attache, Philippine Embassy, 1617 Mass. Ave., N.W., Washington, D.C. 20036 (Telephone: HO 2-1400) by any prospective bidder.

Malaysia extends date for microwave tenders

Telecommunications Head sets late July deadline for bidders

The Dir. Gen., Telecommunication Dept., Govt. of Malaysia, announces new closing date of tender for Kuantan, Kuala Trengganu, Kota Bahru microwave scheme.

Bid deadline has been extended to 10 a.m. July 27.

The additional amendments are described as follows: amendments to section 5, page 2, clause 4(b)—delete no of used hours times cost of each traveling wave tube; page 2 RUMJKL 4667 Unclas, insert following equation: guaranteed hours minus number of used hours—this figure divided by number of guaranteed hours equals result times cost of each TWT. Amendment to Section 2 prices schedule: station—training center, description—space diversity requirements, para (B) delete —pelindong and substitute—Bintang; description—consumable spares, para (F) delete —Mount two only and substitute—30. bell.

Germany calls for bids on new NATO project

Northrhine-Westphalia is locale for planned electrical facility

The Federal Republic of Germany will invite bids on NATO infrastructure project BMVtdg. No. 68-25-45-21-(75) "Electrical Facilities" in Northrhine-Westphalia.

Scope of principal supplies and services: six frequency converters, 50 kw and 60 kw, respectively, and 50/60 cps and 50/400 cps, respectively; two standby generators, 100 kw, 50 cps, high and low voltage with two transformers, 315 kva each; approximatey 6,500 m. buried cable (high and low voltage); approximately 1,700 m. relocation of overhead high voltage line; electrical installation in building, including switching panels.

U.S. firms certified eligible for NATO-International Competitive Bidding (ICB) are invited to participate in this project by applying to the German govt., submitting a specially designated German govt. questionnaire and a filing fee of DM 15 ($3.75) by June 27.

Information about NATO-ICB certification and eligibility as well as copies of the German govt.'s Notice of Intent and questionnaire are available from the Dept. of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

India invites bidders on construction supplies

The Chief Purchase Officer, Beas Purchase Org., Talwara Township, Hoshiarpur Dist. Punjab is seeking bids for supply of 10,000 each of expansion shell with plug as per drawing No.: LA-J-531, for bolting operations in tunnel constructions. Expansion Shells of four different types are listed on the drawing and the bidder shall quote for each type separately. The expansion shell for type-I shall be of malleable iron casting and the plug shall be of cast steel but for types II, III and IV, the shell is of malleable iron casting and the plugs are of forged steel.

Tender documents are available free of charge from: India Supply Mission, 2536 Massachusetts Ave., N.W. Washington, D.C. 20008. The deadline for bidding is July 12.

Greece invites tenders on Thessalia pipeline

The National Defense Minister of Greece invites tenders to an international bidding through sealed bids by giving prices on an open invoice and estimate on a form bid furnished by the service for the assumption of the work—construction of POL pipeline in the Thessalia area—according to the terms of the invitation to tenders F.No.917.113/25/13-5-67.

According to the invitation to tenders the following persons are entitled to participate in the bidding: Greek contract work companies, E' Class, included in the special contractors' list of the Ministry of Coordination for NATO infrastructure works; foreign companies or contractors from NATO member countries certified to paticipate in bidding for the construction of NATO common infrastructure works and who, from the point of view of security and professional and financial capability, are considered by their governments able to participate in bidding of common infrastructure works.

The bidding will be carried out in Athens on 27 June, Tuesday, from 10 to 12 a.m. local time, in the Ministry of National Defense Camp of Marshal Papagos, NATO Projects Office, Rm. 2, before an appropriate committee. Participation guarantee 5% of the bid's total amount, in drachmas. Information is furnished and relevant study documents are sold by the above NATO Projects Office on each Tuesday, Friday and Saturday from 11 a.m. to 1 p.m. following a telephone contact with Hellenic Army G.S. Telephone 665-201, Ext. 39-60, for issuing an entrance permit to the person concerned.

Information about becoming certified for NATO International Competitive Bidding (ICB) is available from the Trade Opportunities Staff, BDSA—624, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Commerce mission seeks data on U.S. suppliers in Ghana

The United States A.I.D. Mission to Ghana is establishing a directory of U.S. manufacturers and suppliers having representatives in Ghana. Firms that have representation in Ghana are asked to submit the following: Name and address of the U.S. concern; commodities involved; and the name and address of local agents in Ghana. Send information by air mail to: Supply Advisor, U.S. A.I.D./Accra, P.O. Box 1630, Accra, Ghana. Do not send replies to A.I.D., Washington. SBM-67-10.

Canadian awards listing available to U.S. firms

A list of firms awarded contracts by various Canadian government agencies (Transport, Public Works, Defense) during Mar. 1967 is available on loan to U.S. firms from the U.S. Dept. of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

World Trade Opportunities Continued to page 47

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon reecipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

FRANCE—Red kidney beans, in 45 lb. bags. Also good quality maize (small-size reddish-brown Argentina variety); and packaged garlic. Price quotations requested for wholesale exportation. La Riviere & Co. (S.C. et E.), (commission merchant, sales agent, dealer in food products), 50 Cours de Verdun; 33- Bordeaux, Gironde. WTD in preparation.

201 Meat products

AUSTRALIA—Foodstuffs (wide range). D. A. Gubbay Pty., Ltd. (agent, exporter), 149 Castlereagh St., Sydney, N.S.W. WTD 4/13/66.

203 Canning, preserving foods

AUSTRALIA—Foodstuffs (wide range). D. A. Gubbay Pty., Ltd. (exporter, agent), 149 Castlereagh St., Sydney, N.S.W. WTD 4/13/66.

IRELAND—Canned fruits and vegetables. Direct purchase. Produce Brokers Ltd. (importing distributor & broker), 165/182 Upper Sheriff St., Dublin 1. WTD 4/67.

221 Broad woven fabric mills, cotton

AUSTRALIA—Drapery fabrics in solid colors and patterns. C. D. Constructions (importer, distributor), 17 Rutland St., Carlton, N.S.W. WTD 5/67.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Drapery fabrics of synthetic fibers in solid colors and patterns. C. D. Constructions (importer, distributor), 17 Rutland St., Carlton, N.S.W. WTD 5/67.

223 Broad woven fabric mills, wool

AUSTRALIA—Drapery fabrics in solid colors and patterns. C. D. Constructions (importer, distributor), 17 Rutland St., Carlton, N.S.W. WTD 5/67.

224 Narrow fabrics, other smallwares mills

AUSTRALIA—Silk material and polyester material for manufacture of men's neckties. Astor Ties (importer, manufacturer, distributor), 405-411 Sussex St., Sydney, N.S.W. WTD 5/67.

NETHERLANDS—Elastic fabrics for the lingerie, foundation garment and bathing suit industries. A. Wilmering & Zonen (agent), 24 Nic. Maesstraat, Amsterdam. WTD 5/26/67.

225 Knitting mills, products

THAILAND—Ladies' nylon stockings. c.i.f. prices, catalogs requested. Exclusive agency sought. Novo Agencies (importer, wholesaler), 5th Fl., Thai Niyom Phan Fah Bldg., 99 Rajdamnern Ave., P.O. Box 410, Bangkok. WTD 9/66.

227 Floor covering mills, products

AUSTRALIA—Rugs and carpeting of wool, synthetic fibers, and wool-and-synthetic blends, in solid colors and patterns. C. D. Constructions (importer, distributor), 17 Rutland St., Carlton, N.S.W. WTD 5/67.

U.S. firm wins contract to pave Costa Rica road

The contract to pave 115 km. of the Inter-American highway was won by an unidentified U.S. firm for $8.4 million; bids for paving of an additional 212 km. probably will be advertised during the third quarter. Bidding on construction of the first phase of the San Ramon-El Coco highway is expected to open in June or July. The Ministry initiated a crash preliminary design program on the road and bridges of the 42 km. Siquirres-Liverpool missing link in the San Jose-Limon road.

A contractor is being selected for a feasibility study on improvements in the country's port facilities financed by a $200,000 IBRD grant, a loan from the Central American Bank (CABEI) and funds from the government owned Pacific Railway. The Assembly ratified an $11.5 million loan from CABEI for the San Ramon-El Coco highway and also authorized negotiations for a $1.5 million loan to improve the international airport.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

NETHERLANDS—Woven or tufted woolen or synthetic wall-to-wall carpets (broadloom), width 12 ft. and up. Firm requests color and quality samples. Inkoopvereniging Gima (importer), 915 Prinsegracht, Amsterdam. WTD 5/25/67.

THAILAND—Supply of carpet underlayer. C.i.f. prices, samples requested. Exclusive agency sought. Novo Agencies (importer, wholesaler), 5th Fl., Thai Niyom Phan Fah Bldg., 99 Rajdamnern Ave., P.O. Box 410, Bangkok. WTD 9/66.

228 Yarn, thread mills, products

SWEDEN—Beta glass-fibre fabrics in 51″ or still better approximately 59″ width for drapery and curtains. Elegant fabrics. AB Marks Jacquardvaveri (importer, exporter, manufacturer), Bjorketorp. WTD 12/15/65.

229 Textile goods

NETHERLANDS—Lace goods for bridal dresses and lingerie. A. Wilmering & Zonen (agent), 24 Nic. Maesstraat, Amsterdam. WTD 5/26/67.

234 Women's, misses', children's, infants' undergarment

THAILAND—Full line of women's lingerie. C.i.f. prices, catalogs requested. Exclusive agency sought. Novo Agencies (importer, wholesaler), 5th Fl., Thai Niyom Phan Fah Bldg., 99 Rajdamnern Ave., P.O. Box 410, Bangkok. WTD 9/66.

Corsets and brassieres. C.i.f. prices, catalogs requested. Exclusive agency sought. Novo Agencies (importer, wholesaler), 5th Fl., Thai Niyom Phan Fah Bldg., 99 Rajdamnern Ave., P.O. Box 410, Bangkok. WTD 9/66.

254 Partitions, shelving, lockers, office, store fixtures

NETHERLANDS—Store furniture, accessories and materials. Esme Interieurbouw N.V. (manufacturer, importer), 1 Euvelgunnerweg, Oosterhoogebrug, Groningen. WTD 5/24/67.

259 Furniture, fixtures

IRELAND—Venetian blinds. Direct purchase and agency. T. & C. Martin, Ltd. (importing distributor), D'Olier House, D'Olier St., Dublin 2. WTD 5/67.

261 Pulp mills, products

GERMANY—Sulfite and sulfate pulp, chemical cotton linters. Herbert Schulz & Sohn (importer, sales agent), Buchholzer Strasse 81, 3014 Hannover-Misburg. WTD 9/1/66.

TAIWAN—Unbleached kraft pulp, sulfate softwood pulp. Requests samples with price C&F Keelung. Wilson Co., Ltd. (importer, agent), P.O. Box 22933, Taipei. WTD 3/16/67.

264 Converted paper, paperboard products

AUSTRALIA—Stationery and fancy goods. D. A. Gubbay Pty. Ltd. (exporter, agent), 149 Castlereagh St., Sydney, N.S.W. WTD 4/13/66.

FRANCE—Filing accessories, index and tabulating cards, binders, covers and other paperboard products for office and school use, importing manufacturer and wholesaler seeks direct purchase and agency. Ets. Netter-Centra (importing manufacturer and wholesaler), 4, Rue Schwoerer, 68 Colmar. WTD 5/67.

IRELAND—Wallpaper. Direct purchase and agency. T. & C. Martin, Ltd. (importing distributor), D'Olier House, D'Olier St., Dublin 2. WTD 5/67.

SWEDEN—Disposable protective paper hats used by employees in food stores for sanitary purposes. AB Stockholms Tvatt (importer), Huvudsta alle, Solna. WTD 10/66.

280 Chemicals

BELGIUM—Perfluor two Athycycloheaansulfonacid. Perfluor four Methylcyclohexaansulfonacid. Werkhuizen Remi Claeys-Superla (manufacturer, importer), 124 Torhoutsesteenweg, Zedelgem. WTD 8/66.

281 Industrial chemicals

NETHERLANDS—Raw materials for the paint, varnish, lacquer and ink industries. N.V. Verkoopmaatschappij "Het Hart" en "De Zwaan", v/h Adriaan Honig (importer, manufacturer), 60 Verrijn Stuartweg, Diemen. WTD 5/24/67.

Raw materials for the paper, paint, ink, insecticide, textile and fertilizer industries. N.V. v/h Goudeket & Co. (importer, agent), 151 O.Z. Voorburgwal, Amsterdam. WTD 5/23/67.

Industrial chemicals and chemical specialties. Groskamp & Co. (agent), 556 Herengracht, Amsterdam. WTD 5/25/67.

SWEDEN—Representation wanted for: Resins, chemicals, materials for the plastics, rubber, paint and adhesives industries; chemicals, intermediates, pigments, dyestuffs for the food and cosmetics industries; chemicals, materials and equipment for the purification and filtration of water and gases in industries. Esanco Import AB (importer, wholesaler, agent), Artillerigatan 16, Stockholm. WTD 11/18/66.

282 Synthetic materials

BELGIUM—Agency or purchase of synthetic materials used in shoe industry, especially poromerics. Algemene Ledercentrale N.V. (importer, exporter, wholesaler), 52 Dendermondsesteenweg, Aalst. WTD 11/66.

★★ **BRAZIL**—Plastics raw materials, and fiberglass, for moulded luggage, handbags, etc. Sarty S.A.—Ind. e Com. (manufacturer, importer, exporter), Rua Joao Fernandes 44, Sao Paulo. WTD 5/67. TM-132.

FRANCE—Synthetic oil (replacement for natural cedar oil) suitable for utilization in microscopy with immersion objectives. A good quality replacement product having the following characteristics: refractive index, nD-1, 515; odorless, non-siccative, and non-corrosive. Direct purchase. Small samples and prior quotations (for merchandise in lots of 50 liters, or less), requested from producers and exporters. Firm is not interested in natural cedar oil. Lelievre (Etablissements) (dealer), 1 Rue Bouquiere; 31—Toulouse, Haute-Garonne. WTD 10/19/66.

NETHERLANDS—Raw materials for the plastic and rubber industries. N.V. v/h Goudeket & Co., 151 O.Z. Voorburgwal, Amsterdam. WTD 5/23/67.

Cellulose for the paper industry. Groskamp & Co. (agent), 556 Herengracht, Amsterdam. WTD 5/25/67.

ENGLAND—Resin and polymer solutions for use in paints and varnishes, printing inks, polishes, leather finishers, textile and paper treatments. Styrene Co-Polymers Ltd. (manufacturer, exporter), Earl Rd., Cheadle Hulme, Cheadle, Cheshire, England. WTD 5/23/67.

283 Drugs

SWEDEN—Agency for pharmaceutical chemicals sought. Frazer International (Scandinavia) AB (importer, wholesaler, agent), Boforsgatan 3, Farsta. WTD 5/7/65.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

DOMINICAN REPUBLIC—Hair dressings, dyes, bleaches and tonics. Aquiles C. Recio, C. por A. (retailer, agent, distributor, importer), 32 Jose Reyes, P.O. Box 59, Santo Domingo, D.R. WTD 5/67.

285 Paints, varnishes, lacquers, enamels

IRELAND—Paints, all types. Direct purchase and agency. T. & C. Martin, Ltd. (importing distributor), D'Olier House, D'Olier St., Dublin 2. WTD 5/67.

307 Plastics products

AUSTRALIA—Laminated plastic wallboard for interior use, in both smooth and textured finishes. C. D. Constructions (importer, distributor), 17 Rutland St., Carlton, N.S.W. WTD 5/67.

FRANCE—Plastic household articles of all categories, including tableware, kitchen utensils, bathroom accessories, hardware items, and plastic gadgets and novelties. Direct purchase and agency. Midi-Caoutchouc (Midica) (wholesaler), 13 Place Esquirol; 31 Toulouse, Haute-Garonne. WTD 10/20/66.

Plastic products for office use, such as filing accessories, rulers, covers, containers, fixtures, etc., importing manufacturer and wholesaler seeks direct purchase and agency. Ets. Netter Centra (importing manufacturer and wholesaler), 4, Rue Schwoerer, 68 Colmar. WTD 5/67.

SWEDEN—Packaging film such as PVC and polyethylene shrink films, saran coated cellophane and PVC film for vacuum forming. Oscar E. Svensson & Co. (importer), Kungsgatan 55, Stockholm. WTD 10/20/66.

325 Structural clay products

IRELAND—Slates and clay goods. Direct purchase and agency. T. & C. Martin Ltd., (importing distributor), D'Olier House, D'Olier St., Dublin 2. WTD 5/67.

326 Pottery, related products

IRELAND—Vitreous china plumbing fixtures and china and earthenware fittings and bathroom accessories. Direct purchase and agency. T. & C. Martin Ltd. (importing distributor), D'Olier House, D'Olier St., Dublin 2. WTD 5/67.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Industrial mineral fillers. Groskamp & Co. (agent), 556 Herengracht, Amsterdam. WTD 5/25/67.

All varieties of sound insulating, absorbing and sound deadening materials. Cryoson Technisch Laboratorium (sales agent), 2 Hugo de Grootstraat, Midden Beemster. WTD 5/26/67.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—The Burma Railway Board has invited bids for 33,230 yds. of electric wire and cable. Closing date July 12, to be submitted to the Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. A copy of the tender is available for firms located in the United States on a loan basis at the Copper Div., BDSA 638, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-4717).

● **INDIA**—The purchasing department of Heavy Electricals (India), Ltd. has invited bids for a supply of hard drawn, silver bearing, commutator bars. Bids to be submitted not later than 11 a.m., June 27, address Mgr., Purchasing & Main Stores, H.E.(I) Ltd., Bhopal. The India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008, has requested that interested parties in the United States should study the specifications and the quantity in that office. A copy of the tender is available on a loan basis for firms located in the United States in the Copper Div., BDSA 638, U.S. Dept. of Commerce. (Telephone 202-WO 7-4717).

● **PAKISTAN**—700 cwts. of zinc sheets conforming to P.R.S. Spec. No. N-11-49, eight ft. by four feet by ten swg. Tender No. P-7/28/A/2-67, bid deadline 6/22/67, The Chief Controller o Purchase. Pakistan Western Railways, Empress Rd., Lahore. Documents available from Miscellaneous Metals & Minerals Div., BDSA, U.S. Dept. of Commerce. (Telephone: 202-WO 7-2298).

● **PANAMA**—Aluminum wire and cable, approximately 450 km. various sizes and installation accessories. World Bank financed project linking various towns. Tender No. 182 available in Spanish from I. R. H. E. Apartado Postal 5285, Panama City, for $2.00 plus approximately $1.50 air mail postage. Bid deadline June 22, 1967 may be extended.★ (Telephone: 202-WO 7-4579).

342 Cutlery, hand tools, general hardware

AUSTRALIA—Builders' hardware. D. A. Gubbay Pty., Ltd. (exporter, agent), 149 Castlereagh St., Sydney, N.S.W. WTD 4/13/66.

Hand tools for all phases of light building construction. C. D. Constructions (importer, distributor), 17 Rutland St., Carlton, N.S.W. WTD 5/67.

IRELAND—Door and furniture fittings, locks, hardware. Direct purchase. Thomas Lenehan & Co., Ltd. (importing distributor), Chapel St., Dublin 1. WTD 2/67.

NETHERLANDS—Door and window hardware, anti-panic devices, hardware for overhead and folding doors, builders' hardware and furniture hardware. T. H. Steins Agentuur & Commissiehandel (agent), 75 Rijnstraat, Amsterdam. WTD 5/24/67.

344 Fabricated structural metal products

IRELAND—Wrought iron, fixtures, works, for building industry. T. & C. Martin, Ltd. (importing distributor), D'Olier House, D'Olier St., Dublin 2. WTD 5/67.

345 Screw machine products

NETHERLANDS—Newly developed fastening devices for use in aluminum, steel or concrete walls and roofs. Bumex N.V. (importer), 47 Energiestraat, Naarden. WTD 5/25/67.

346 Metal stampings

DOMINICAN REPUBLIC—Kitchen utensils, all types. Ferreteria Morey, C. por A. (importer, wholesaler), P.O. Box 142, Santo Domingo, D.R. WTD 5/67.

347 Coating, engraving services

HONDURAS—A continuous galvanizing machine to be used with an existing steel corrugating machine handling 30 gauge down through 22 gauge steel and aluminum, up to one meter width, new or preferably used and guaranteed. Prices, c.i.f. Honduran port, best terms obtainable and delivery. Correspondence preferred in Spanish. Berkling Industrial, S.A. (manufacturer), Apartado 588, Carretera a Puerto Cortes, San Pedro Sula. WTD in preparation.

351 Engines, turbines

● **CANADA**—Supply three turbines rated at 310,000 hp each and three accompanying generators rated at 227,000 kw for Portage Mountain powerhouse, units 6, 7 & 8 on Peace River. Contract number 107 (ref. c.q. 3100), for turbines and contract 131 (ref. c.q. 3023) for generators, bid deadline for turbines July 11, generators Aug. 15. Tender documents available from British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver, B.C.

352 Farm machinery

COLOMBIA—Agricultural machinery and farm equipment for use in preparation and maintenance of soil, planting, seeding, harvesting operations; attachments, spare and replacement parts for agricultural machinery. Request replies from manufacturers and or exporters with pice quotations c.i.f. Barranquilla. Agro Diesel Ltda. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 1841, Barranquilla. WTD 5/67.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Road building equipment. D. A. Gubbay Pty., Ltd. (exporter, agent), 149 Castlereagh St., Sydney, N.S.W. WTD 4/13/66.

CONGO—One of the Congo's largest companies wishes to purchase rail, road and off-the-road equipment for a total of $2.5 million. The company seeks bank or business financing and claims to have received a GDRC promise of sufficient foreign exchange quotas to permit prompt loan repayment of all equipment secured in its expansion program. Available from the Dept. of Commerce, Trade Opportunities Staff, BDSA, 624 Washington, D.C. 20230. Compagnie Sucriere du Congo (manufacturer), 9, Blvd. 30 Juin, B.P. 8816, Kinshasa, Democratic Republic of the Congo. WTD 4/3/67.

● **INDIA**—Global inquiry for fifteen off highway bottom dump haulers with a capacity of 18-22 cu. yds. Tender No. 1050/BPO/PR/56150/A-2193. Bid deadline July 19. Tender documents available free of charge from India Supply Mission, Washington, D.C. 20008. Chief Purchase Officer Beas Purchase Organ., Talwara Township, Punjab.

● One 8 x 4 carrier mounted mobile crane, basic boom of 30 ft. having rated lift capacity of 30 to 35 tons. Diesel engines in both carrier and crane. Desires Cummins, GM, Caterpillar or Leyland engines. Global inquiry, Tender No. 1055/Beas/PR/56142/A-2189, bid deadline Aug. 2. Chief Purchase Officer, Beas Purchase Organ., Talwara Township, Hoshiaspur Dist. Punjab. Tender Documents available free of charge, India Supply Mission, Washington, D.C.

354 Metalworking machinery

AUSTRALIA—Power driven hand tools for all phases of light building construction. C. D. Constructions (importer and distributor), 17 Rutland St., Carlton, N.S.W. WTD 5/67.

● **INDIA**—Machine tools, including: four gap bed lathes—750 mm. swing over bed, 1150 mm. swing over gap, 1000 mm. between centers—Tender No. BEML/KCP/EQP/139-67/EB (I.S.M. ref. no. D/ENQ/2308); four heavy duty straight bed lathes—550 mm. swing, 1500 mm. between centers—Tender No. BEML/KCP/EQP/140-67/EB (I.S.M. ref. no. D/ENQ/2309); four heavy duty straight bed lathes—820 mm. swing over bed, 2000 mm. between centers—Tender No. BEML/KCP/EQP/141-67/EB (I.S.M. ref. no. D/ENQ/2310); one tool grinder suitable for sharpening jig boring tools, Tender No. BEML/KCP/EQP/142-67/EB (I.S.M. ref. no. D/ENQ/2311). Bid deadline July 24. Global procurement. The Purchase Manager, Bharat Earth Movers Ltd., Bangalore 17.

Copies of complete tender documents may be obtained, free of charge, from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

● Machine tools, including: three jig boring and milling machines—65 mm. dia. spindle bar, 610 x 915 mm. table—Tender No. BEML/KCP/EQP/133-67/EB (I.S.M. ref. no. D/ENQ/2300); two jig boring and milling machines 75 mm. dia spindle bar, 890 x 1830 mm. table—Tender No. BEM/KCP/EQP/134-64/EB (I.S.M. ref. no. D/ENQ/2301); two portable universal radial drilling machines—360° column swivel, 1.5 kw motor—Tender BEML/LCP/EQP/135-67/EB (I.S.M. ref. no. D/ENQ/2302); one hydraulic internal-external universal grinder with double end wheel head, Tender No. BEML/KCP/EQP/136-67/EB (I.S.M. ref. no. D/ENQ/2303); one relieving lathe 480 mm. swing over bed, 290 mm. swing over saddle, 510 mm. between centers—Tender No. BEML/KCP/EQP/137-67/EB (I.S.M. ref. no. D/ENQ/2304). Bid deadline June 28. Global procurement. Purchase Mgr., Bharat Earth Movers Ltd., Bangalore 17.

Copies of complete tender documents may be obtained, free of charge, from the India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C. 20008.

● **VIET NAM**—Machinery and equipment for the manufacture of steel wool (specifica-

tions in French). Bid deadline July 15. Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-WO 7-2723).

355 Special industry machinery

AUSTRALIA—Canning machinery and equipment (primarily for canning fish). D. A. Gubbay Pty., Ltd. (exporter, agent), 149 Castlereagh St., Sydney, N.S.W. WTD 4/13/66.

★★ **BRAZIL**—Machinery for production of thermometers and hydrometers, also engraving and pantographic equipment. Industria e Comercio de Vidros Graduados "H.G." Ltda. (manufacturer), Rua Caramuru 431, Sao Paulo. WTD in preparation. TM-93.

★★ Collating equipment. Borgen Ltda., Representacoes e Comercio (importer, distributor), Rua Rego Freitas 454, Sao Paulo. WTD in preparation. TM-35.

★★ Match manufacturing machinery. Industrias Alves & Reis S.A. (manufacturer), Rua Cons. Nebias 1245, s/loja, C. Postal 1813, Sao Paulo. WTD 5/67. TM-39.

★★ Machinery for production of glass (ferosilicate) and glass containers. Nadir Figueiredo S.A. (manufacturer), Av. Morvan Dias de Figueiredo 3535, Sao Paulo. WTD in preparation. TM-127.

★★ Equipment, of latest design, for manufacture of plastic items such as luggage, briefcases, bags, sporting equipment etc., to automate manufacture. Sarty S.A.—Ind. e Com. (manufacturer, importer, exporter), Rua Joao Fernandes 44, Sao Paulo. WTD 5/67. TM-131.

EL SALVADOR—Machines for making porcelain chinaware plates, glazed tiles, plate stamping machines, decorating machines and machinery for making carbon paper, typewriter ribbons, cloth and plastic adhesive tape for hospital and electrical use. Correspondence preferred in Spanish. La Guadalupana (manufacturer), Calle El Progreso No. 3344, Colonia Roma, San Salvador, El Salvador, C.A. WTD in preparation.

IRAN—Offset printing machines to print on tin-plate. Shiraz Cotton Gins & Oil Mills Co. (manufacturer), Seraye Moulavi, Bouzarjomehri Ave., Tehran. WTD 5/25/67.

MALAYSIA—PVC cable plant for the manufacture of plastic electric cables for household use and motor trade. The plant required should include a drawing machine to draw copper wire to the sizes needed from copper wire rod. Capacity of plant 100 tons per month. Soon Seng & Co. (importer, exporter, manufacturer), 27 Malay St., Kuala Lumpur. WTD 7/19/66.

NETHERLANDS—Cryogenic equipment for production, storage, transport and handling of liquefied industrial gases. Equipment for the preservation of biologic products in liquid nitrogen or dry ice (CO_2). Cryoson Technisch Laboratorium (sales agent), 2 Hugo de Grootstraat, Midden Beemster. WTD 5/26/67.

★★ **TURKEY**—Equipment for the manufacture of composition writing books as used by schools. Size: 24cm x 17.2cm. Production: 12 million 100 page books per year per 40 hour week. Ayyildiz Matbaasi A.S. (printer), Necatibey Caddesi No. 31, Yenisehir, Ankara. WTD in preparation. TM-136.

★★ Equipment for processing cotton seed oil. To handle output based on 200 working days of three shifts per year. Possible long-term financing (six to eight years). This project has been included in 2nd year plan. Presently ginning cotton and producing 15,000,000 kg. cotton seed per year. Chamber of Commerce of Bergama (manufacturer), Bergama, Turkey. WTD in preparation. TM-206.

● Six automatic edgers and six electric chainsaws. General Directorate of Forestry. Tender documents available from Modern Translation Bureau, Karanfil Sokak 49/1-2, Yenisehir, Ankara, for $8.50 including airmail postage.

● Head bandsaws and band resaws for three lumber mills of 100 cu.m/8 hr. day capacity. Complete with saw repair and maintenance tools and equipment. Numbers of each to be determined by bidder to match desired plant capacity. General Directorate of Forestry. Tender documents available from Modern Translation Bureau, Karanfil Sokak 49/1-2, Yenisehir, Ankara, for $8.50 including airmail postage.

● **VIET NAM**—Machinery and equipment for the manufacture of detergent. Design, manufacture, testing before shipment, instruction for erection, technical assistance and supply of materials after commencement. Equipment used in the production of Dodecyl Benzen Sulponate of Natrium in past form with a production capacity 150 kg/hr. Bid deadline July 15. Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-WO 7-5585).

356 General industrial machinery

★★ **BRAZIL**—Ball and roller bearings. Centrimpex S.A.—Centro Importados & Exportados (importer) Rua Barao de Campinas, 572, Sao Paulo. WTD 4/67. TM-7.

★★ Bearings, roller, clutch and needle bearings. EMTECO S.A.—Empreendimentos Tecnicos e Comerciais (importer), Av. Duque de Caxias 478, Sao Paulo. WTD in preparation. TM-135.

IRAN—Gas generators for the production of hydrogen and carbon gas. Shiraz Cotton Gins & Oil Mills Co. (manufacturer), Seraye Moulavi, Bouzarjomehri Ave., Tehran. WTD 5/25/67.

PAKISTAN—Water Treatment and Softening Plant: To treat, soften and prepare sufficient raw water to make up full quantity of boiler feed water. Should be designed for 5,000 gals. per hour and must be capable of operating continuously for at least seven months in each year. Should be fully instrumented capable of working automatically and with means of checking final water quality. Price quotation c. & f. Karachi, specifications and catalog desired by manufacturer. Delivery and installation required by end of Sept. 1967. Copies of the specifications of desired facility available on loan from the Trade Opportunities Staff. BDSA, 624, U.S. Dept. of Commerce, Washington, D.C. 20230. The Premier Sugar Mills & Distillery Co. Ltd. (manufacturer), Mardan. WTD in preparation.

357 Office, computing, accounting machines

AUSTRALIA—Coin and note counting machinery. Olims Consolidated Limited (manufacturers, importers, exporters, wholesalers and distributors), 61 Prince's Highway, St. Peters, N.S.W. WTD 1/66.

★★ **BRAZIL**—Bank equipment, colating and microfilming equipment. Borgen Ltda., Representacoes e Comercio (importer, distributor), Rua Rego Freitas 454, Sao Paulo. WTD in preparation.

● **PAKISTAN**—Supply of 60 electric adding listing machines and 60 adding multipliers. Tender No. PID-83/3/67, bid deadline June 22. The Chief Controller of Purchase, Pakistan Western Railway, Empress Rd., Lahore.★ (Telephone: 202-WO 7-2939).

SWEDEN—All kinds of office machines such as dictating machines, addressing machines, cutting machines, copying machines, offset machines, material, etc. Wolber Import AB, (importer, retailer, wholesaler), Katarinavagen 20, Stockholm. WTD 7/66.

● **VIET NAM**—Supply of 300 mechanical numbering machines. Tender No. 2672-16057, bid deadline June 29. Central Purchasing Authority, P.O. Box H-5, Saigon.★ (Cable: MAIVU, SAIGON). (Telephone: 202-WO 7-2939).

358 Service industry machines

AUSTRALIA—Automobile air conditioners, to be installed as accessories after assembly. Olims Consolidated Ltd. (manufacturers, importers, exporters, wholesalers and distributors), 61 Prince's Highway, St. Peters, N.S.W. WTD 1/66.

NETHERLANDS—All types of machinery for the wearing apparel industry. Sijmons N.V. (importer, manufacturer), 123 Westerstraat, Amsterdam. WTD 5/23/67.

361 Electric transmission, distribution equipment

AUSTRALIA—Instruments and apparatus for non-destructive testing of metals. A. A. Guthrie Pty. Ltd. (distributor, importer), 16-18 Meeks Rd., Marrickville, N.S.W. WTD 4/67.

FRANCE—V.H.F. and U.H.F. microwave test equipment. Laboratoire General de Telecommunications (manufacturer, importer, dealer), 4, Rue de Garches, 92 - Saint Cloud. WTD 3/7/66.

KOREA—Various kinds of electric transmission and distribution equipment desired for agency. Tai Sung Industrial Co. (manufacturer), 2nd Fl., 95-1 Cho-dong, Chung-ku, Seoul. WTD 5/67.

NETHERLANDS—Acoustical measuring and recording equipment. Cryoson Technisch Laboratorium (sales agent), 2 Hugo de Grootstraat, Midden Beemster. WTD 5/26/67.

362 Electrical industrial apparatus

NETHERLANDS—Arc welding equipment accessories. Nederal N.V. (importer), 2 Vanadiumweg, Amersfoort. WTD 5/24/67.

363 Household appliances

IRELAND—Electric appliances. Direct purchase. Thomas Lenehan & Co. Ltd. (importing distributor), Capel St., Dublin 1. WTD 2/67.

364 Electric lighting, wiring equipment

DOMINICAN REPUBLIC—Electric lamps. Ferreteria Morey, C. por A. (importer, wholesaler), P.O. Box 142, Santo Domingo, D.R. WTD 5/67.

366 Communications equipment

● **AUSTRALIA**—Supply of control equip-

ment for use in automatic telephone switching network. Tender No. C 5033, bid deadline Aug. 15. Deputy Asst. Dir. Gen. (Supply), Postmaster-General's Dept., 380 Russell St., Melbourne, C.1, Victoria.★ (Telephone: 202-WO 7-4823).

● **KOREA**—Supply of ten teletypewriters. Tender No. KFX-7065-N, bid deadline June 26. Office of Supply, Govt. of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

NETHERLANDS—Laser beaming apparatus to make holes in concrete and steel. Bumex N.V., 47 Energiestraat, Naarden.

Transmitters and receivers for professional and amateur use. Cryoson Technisch Laboratorium (sales agent), 2 Hugo de Grootstraat, Midden Beemster. WTD 5/26/67.

367 Electronic components, accessories

FRANCE—Electronic components, such as specialty resistors for electronic and products, solid state electronic devices and similar devices, inductors, electronic transformers and capacitors, etc. Laboratoire General de Telecommunications (manufacturer, importer, dealer), 4, Rue de Garches, 92 - Saint Cloud. WTD 3/7/67.

369 Electrical machinery, equipment supplies

BELGIUM—Spark plugs automotive; ignition coils, distributors; switches, automotive; complete electrical equipment for car and trucks. Vanderschueren, Paul (manufacturer, importer, distributor), 605 Rue Van Soust, Brussels 7. WTD 4/25/67.

373 Ship building, repairing

COLOMBIA—Serviceable used ocean-going ship 300/500 ton capacity suitable for intercoastal cargo transport. Request replies with descriptive information as to size, hp, cost, etc. Pinky Jay Walters (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 34, San Andres Island. WTD 12/22/66.

KOREA—Subject firm wishes to purchase one 10,000 ton used Liberty type cargo vessel suitable for carrying logs, and one 5,000/6,000 ton used Liberty ship for general cargoes. Sam In Enterprise Co. (Construction Contractor) Ltd., 92 Kalwol-dong, Yongsan-ku, Seoul. WTD in preparation.

TAIWAN—Over-aged vessels for scrapping. Great Asia Trading Co., Ltd. (importer, agent), 106 Chang An West Road, Taipei. WTD in preparation.

374 Railroad equipment

● **SPAIN**—Supply of a diesel locomotive, 150/300 hp, and its spare parts, for the port of Pasajes (Guipuzcoa). Bidding companies must make a refundable deposit of the peseta equivalent of $1,633 to be able to bid. Copies of terms and conditions under which this competition will be carried out are available only to interested firms from issuing office in Madrid. Bid deadline July 21. Correspondence preferred in Spanish. Seccion de Creditos, Contabilidad y Contratacion, Direccion General de Puertos y Senales Maritimas, Ministerio de Obras Publicas, Madrid (3).

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Instruments and associated equipment for the non-destructive testing of metals, including magnetic flaw detectors. A. A. Guthrie Pty. Ltd. (distributor and importer), 16-18 Meeks Road, Marrickville, N.S.W. WTD 4/67.

FRANCE—Scientific instruments (designed for research, control, education, industry, and other uses). Also laboratory equipment, apparatus and supplies; measuring and testing devices, and any new types of equipment for industrial purposes and process control instrumentation in factories, laboratories, etc. Agency and potential direct importer. Lelievre (Etablissments) (dealer), 1 Rue Bouquiere; 31—Toulouse, Haute-Garonne. WTD 10/19/66.

NETHERLANDS—Electro electronic chemical scientific measuring equipment. Eltron (agent), 14 Nico Bergsteynweg, Woudenberg (U.). WTD 5/24/67.

Photogrammetry materials and equipment. O. Harris Import Co. N.V. (importer), 28-34 Singel, Amsterdam. WTD 5/26/67.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Instruments and apparatus for non-destructive testing of metals. A. A. Guthrie Pty. Ltd. (distributor, importer), 16-18 Meeks Rd., Marrickville, N.S.W. WTD 4/67.

BELGIUM—Slave manipulators and other handling tools special to nuclear industry. Direct purchase or agency. Vanderschueren, Paul (manufacturer, importer, distributor), 605 Rue Van Soust, Brussels 7. WTD 4/25/67.

BRAZIL—Temperature controls suitable for the manufacture of thermometers. Industria e Comercio de Vidros Graduados "H.G." Ltda. (manufacturer), Rua Caramura 431, Sao Paulo. WTD in preparation. TM-94.

● **INDIA**—Supply of one eccentric measuring instrument with a complete set of stylus and indicating recorders and necessary accessories. Tender No. BEML/KCP/EQP/138-67/EB, bid deadline July 24. Purchase Manager, Bharat Earth Movers Ltd., Bangalore 17.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Measuring, controlling and recording equipment for industrial processes. Cryoson Technisch Laboratorium (sales agent), 2 Hugo de Grootstraat, Midden Beemster. WTD 5/26/67.

383 Optical instruments, lenses

AUSTRALIA—Instruments for non-destructive testing of metals. A. A. Guthrie Pty. Ltd. (distributor and importer), 16-18 Meeks Rd., Marrickville, N.S.W. WTD 4/67.

384 Surgical, medical, dental instruments

● **MALAYSIA**—Supply and delivery of calorifiers to the new general hospital at Seremban, Negri Sembilan. Bid deadline July 19. Dir., Public Works Dept., States of Malaya, Maxwell Rd., Kuala Lumpur.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Medical scientific measuring instruments. Eltron (agent), 14 Nico Bergsteynweg, Woudenberg (U.) WTD 5/24/67.

386 Photographic equipment

★★ **BRAZIL**—Microfilm equipment. Borgen Ltda., Representacoes e Comercio (importer, distributor), Rua Rego Freitas 454, Sao Paulo. WTD in preparation. TM-36

394 Toys, amusement, sporting goods

SWEDEN—Toys, all types. Agency. Harold Swedberg AB (sales agent), Dobelnsgatan 16 A, Stockholm. WTD 5/67.

THAILAND—Golf clubs and balls. C.i.f. prices, catalogs requested. Exclusive agency sought. Novo Agencies (importer, wholesaler), 5th Fl., Thai Niyom Phan Fah Bldg., 99 Rajdamnern Ave., P.O. Box 410, Bangkok. WTD 9/66.

395 Pens, pencils, office, artists' materials

AUSTRALIA—Stationery and fancy goods. D. A. Gubbay Pty. Ltd. (exporter, agent), 149 Castlereagh St., Sydney, N.S.W. WTD 4/13/66.

NETHERLANDS—Drawing supplies and equipment, artists' materials, reproduction equipment. O. Harris Import Co. N.V. (importer), 28-34 Singel, Amsterdam. WTD 5/26/67.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Novelties for gift shop, such as whiskey wells (a bar accessory) Western style; cordless electric shoe shine kits; hand spotlights (to spot house numbers); vacuum brush and emergency lights for use in automobiles; defroster guns for car locks, steamed windows etc.; sport and home lanterns with red safety flasher for emergencies. ELITE, Antwerpse Lederwaren p.v.b.a., 41 Wiekenstraat, Wommelgem. WTD 5/67.

508 Machinery, equipment, supplies

★★ **TURKEY**—Cafeteria equipment, all types to include counters, shelving and racks for serving area; food warmers, coolers, urns, serving trays, toasters, for food preparation area. Seler Metal (manufacturer), Buyuk Sanayi Carsisi Samanyolu sok. 11, Ankara. WTD 7/15/66. TM-136.

509 Wholesalers

TAIWAN—Waste paper, over-issued newspaper. Requests quotation C&F Keelung. Wilson Company Ltd. (importer, agent), P.O. Box 22933, Taipei. WTD 3/16/67.

Australia desires desalting plant to supply needed potable water

Mr. D. Norton, Member of Parliament, Western Australia, has informed the American Consulate of the need for a desalination plant to provide potable water for a community with 400 inhabitants which is expected to grow to 1000 inhabitants in the near future.

The water to be treated is brackish; partial analysis as follows: sodium chloride 3,300 ppm; calcium 192 ppm; magnesium 109 ppm; fluoride 0.7 ppm, iron 0.2 ppm.

Firms interested in exploring this opportunity are requested to write directly to Mr. Norton, Parliament House, Perth, Western Australia, providing information regarding availability of plant, and its approximate cost delivered to Freemantle, Australia.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

GERMANY—Deep frozen poultry. Exclusive agency for EEC countries. Kuhlmann, Luckau, Merten GmbH & Co. KG (agent, distributor), Wagenbauerstrasse 6, 8 Muenchen 8. WTD 4/67.

202 Dairy products

GERMANY—Processed cheese. Exclusive agency for EEC countries. Kuhlmann, Luckau, Merten GmbH & Co. KG (agent, distributor), Wagenbauerstrasse 6, 8 Muenchen 8. WTD 4/67.

203 Canning, preserving foods

AUSTRALIA—Canned salmon. Sydney Produce Co. Pty. Ltd., (importer, exporter, wholesaler), 228 Belmont Street, Alexandria, N.S.W. WTD 7/5/66.

Frozen and canned prepared foods and soups, frozen and canned vegetables and fruits, jams and jellies; canned specialties. Exclusive agency for EEC countries. Kuhlmann, Luckau, Merten GmbH & Co. KG (agent, distributor), Wagenbauerstrasse 6, 8 Muenchen 8. WTD 4/67.

228 Yarn, thread mills, products

★★ **BRAZIL**—Yarns, synthetic, elastic type. Also paper yarns. Eximco—Exportacao, Importacao e Comercio Ltda. (agent), Alameda Santos 1374, Sao Paulo. WTD 5/67. TM-123.

230 Apparel

BELGIUM—Sport clothing: men's, youths' and boys'. Agency Colassin, Jean-Michel (importer, exporter), 27 Rue des Communes, Baisy-Thy. WTD 4/25/67.

281 Industrial chemicals

COSTA RICO—Alkalies such as soda ash, caustic soda, caustie potash, etc.; dyes and organic and inorganic pigments; non-cyclical organic chemicals; solvents; synthetic perfume and flavoring materials; polyhydric alcohols; plasticizers; synthetic tanning agents. Jacobo R. Gutman, (sales agency), P.O. Box 1965, San Jose, Costa Rica. WTD 5/4/67.

NETHERLANDS—Chemicals for rubber, cosmetic, plastic, printing ink and other industries, lacquer resins, soybean lecithin, melamine, plasticizers, stabilizers, mineral waxes, paraffines, anti-oxidants, fillers, flavors, fragrances, pigments. Interested in agencies for Holland. Ingro N.V., (importer, wholesaler), P.O. Box 31, Voorschoten. WTD 2/2/67.

282 Synthetic materials

★★ **BRAZIL**—Raw materials for plastic molders. Soc. Com. Primat Ltda., (importer, representative), Rua Sao Bento 279, 9 andar, Sao Paulo. WTD in preparation. TM-78.

ENGLAND—Agency desired for resin and polymer solutions for use in: paints and varnishes, printing inks, polishes, leather finishers, textile and paper treatments. Styrene Co-polymers Ltd. (manufacturer, exporter), Earl Road, Cheadle Hulme, Cheadle, Cheshire. WTD 5/23/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Compounds for the removal of wax and other residues from cars. Etablissements Maurice Baibay (importer, agent), 20-28 Rue Chawieumont, Theux. WTD 12/16/66.

287 Agricultural chemicals

PAKISTAN—Fertilizers and pesticides—agricultural. Importer requests catalogs and quotations, C. & F., Karachi. Akhtar Trading Corp. (importer), Post Box No. 4852, Nadir House, McLeod Rd., Karachi. WTD 5/12/66.

307 Plastic products

SWEDEN—All kinds of kits for toilet articles. Agency. Harald Swedberg AB (sales agent), Dobelnsgatan 16A, Stockholm. WTD 5/67.

323 Glass products

SWEDEN—Mirrors, all kinds. Agency. Harald Swedberg AB (sales agent), Dobelnsgatan 16A, Stockholm. WTD 5/67.

325 Structural clay products

BELGIUM—Common clay, absorbing, granulated. Agency. Etablissements Maurice Baibay (importer, agent), 20-28 Rue Chawieumont, Theux. WTD 12/16/66.

333 Primary smelting, refining of nonferrous metals

BRAZIL—Nickel, in bars. Soc. Com. Primat Ltda. (importer, representative), Rua Sao Bento 279, 9 andar, Sao Paulo. WTD in preparation. TM-79.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Cable, power, portable and telephone cables. Importer requests quotations, c. & f., Karachi. Taseer Sons (importer), 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

342 Cutlery, handtools, general hardware

BELGIUM—Transportation equipment, hardware. Agency. Valentijn, Marcel (importer, wholesaler, agent), 124 Avenue O. Warland, Jette-Brussels. WTD 4/25/67.

354 Metalworking machinery

BRAZIL—Tube benders and other small machine tools. Industrias Mecanica Marinaro Ltda. (manufacturer, importer, exporter), Rua Guarehy 143, ZP 13, C. Postal 8, 325, Sao Paulo. WTD in preparation. TM-151.

PAKISTAN—Workshop equipment and tools for use in training institutions. Importer requests catalogs and quotations, c. & f., Karachi. Khadim Ali Shah Bukhari (importer), 33 Stock Exchange Bldg., McLeod Rd., Karachi. WTD 7/5/66.

355 Special industry machinery

COSTA RICA—Power driven commercial food preparation machines, such as: slicers, choppers, grinders, cutters, dicers, mixers, whippers; bakery machinery and equipment; fruit and vegetable canning and packing machinery; sugar plant machinery; machine tools and woodworking machines for home workshops; other industrial food products machinery. Jacobo R. Gutman (sales agency), P.O. Box 1965, San Jose, Costa Rica. WTD 5/4/67.

356 General industrial machinery

NETHERLANDS—High pressure plaster spraying equipment for builders and decorators with working pressure of 7-15 atm. and electric motor of 220-380 volts, or gasoline engine. Equipment should include spray gun and container. Saarloos Handelmaatschappij N.V. (importer, wholesaler, agent), 33-35 Katshoek, Rotterdam. WTD 10/28/65.

359 Machinery

COSTA RICA—To represent machine shops, jobbing and repair; establishments engaged in producing or repairing machine and equipment parts on a job or order basis for Costa Rican firms needing spare parts, etc. Jacobo R. Gutman (sales agency), P.O. Box 1965, San Jose, Costa Rica. WTD 5/4/67.

363 Household appliances

BELGIUM—Grinders, household waste, garbage disposal. Agency. Etablissements Charco-Exportation (importer, exporter), 114 Avenue Moliere, Forest-Brussels. WTD 12/19/66.

GERMANY—Small electric household appliances, 220 volt—especially novelties—suitable for sale to department stores. Exclusive agency for EEC countries. Kuhlmann, Luckau, Merten GmbH & Co. KG (agent, distributor), Wagenbauerstrasse 6, 8 Muenchen 8. WTD 4/67.

365 Radio, television receiving sets

THAILAND—Television receivers, 50-cycle, 110/220 volt. C.i.f. prices, catalogs requested. Exclusive agency sought. Bangkok Enterprises (indent agent), 1147/3 Soi Saraphi 1, New Israphap Rd., Thonburi. WTD 9/12/66.

366 Communication equipment

PAKISTAN—Railroad signals and allied equipment. Importer requests catalogs and quotations, c. & f., Karachi. Taseer Sons (importer), 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

367 Electronic components, accessories

BRAZIL—Semi-conductors for consumer and industrial uses. Emteco S.A. Empreendimentos Tecnicos e Comerciais (importer), Av. Duque de Caxias 478, Sao Paulo. WTD in preparation. TM-116.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Parts and accessories for passenger cars, trucks and busses. Agency Valentijn, Marcel (importer, wholesaler, agent), 124 Avenue O. Warland, Jette-Brussels. WTD 4/25/67.

PAKISTAN—Automotive maintenance equipment, auto spare parts and accessories for jeeps, trucks and tractors (military and civil vehicles). Importer requests catalogs and quotations, c. & f. Karachi. Akhtar Trading Corporation (importer), P.O. Box 4852, Nadir House, McLeod Rd., Karachi. WTD 5/12/66.

374 Railroad equipment

BELGIUM—Parts and accessories for railroad cars, locomotives, and street cars. Agency Valentijn, Marcel (importer, wholesaler, agent), 124 Avenue O. Warland, Jette-Brussels. WTD 4/25/67.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Laboratory equipment and instruments for use in hospitals. Importer requests catalogs and quotations, c. & f., Karachi. General Agencies Ltd. (importer), Dilkusha Bldg., McLeod Rd., Karachi. WTD 11/4/66.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Soil testing instruments and appliances; importer requests catalogs and quotations, c. & f., Karachi. General Agencies, Ltd. (importer), 1-Dilkusha Bldg., McLeod Rd., Karachi 1. WTD 11/4/66.

383 Optical instruments, lenses

COSTA RICA—Microprojectors, photomicrographic equipment; optical and related types of spectrometers; laboratory analysis apparatus (non-optical) such as: mass spectrographs, chromatographic equipment, photometers, colorimeters, turbidometers, nepholometers, titrometers, ph meters, etc. G. & H. Steinvorth Ltda. (sales agency), P.O. Box 1321, San Jose, Costa Rica. WTD 5/3/67.

385 Ophthalmic goods

SWEDEN—Sun glasses, all types. Agency. Harald Swedberg AB (sales agent), Dobelnsgatan 16 A, Stockholm. WTD 5/67.

387 Watches, clocks, parts

BELGIUM—Battery operated alarm clocks. Bijoux-Preference (importer), 14 Rue des Chartreux, Brussels. WTD 12/23/66.

SWEDEN—Household and commercial wall clocks, all types. Agency. Harald Swedberg AB (sales agent), Dobelnsgatan 16 A, Stockholm. WTD 5/67.

394 Toys, amusement, sporting goods

BELGIUM—Toys and games, except dolls; animal, trains. Agency. J. E. Bellens (agent, importer), 7 Rue Forgeur, Liege. WTD 4/25/67.

THAILAND—Full line of battery-operated toys. C.i.f. prices, catalogs requested. Exclusive agency sought. Nam Hua Ltd., Part. (importer, wholesaler, retailer), 187-189 Yawaraj Rd., Bangkok. WTD 5/67.

Tension-type body-building exercise equipment. C.i.f. prices, catalogs requested. Exclusive agency sought. Nam Hua Ltd., Part. (importer, wholesaler, retailer), 187-189 Yawaraj Rd., Bangkok. WTD 5/67.

399 Manufacturing industries

BELGIUM—Signs, gas operated, intermittant signals. Agency. Publisi S.P.R.L. (importer), 35 Rue Steppe, Brussels 9. WTD 12/27/66.

SWEDEN—Hairbrushes, all kinds. Agency. Harald Swedberg AB (sales agent), Dobelnsgatan 16 A, Stockholm. WTD 5/67.

Leads for Importers

Commodities are offered direct unless specified

201 Meat products

★★ **BRAZIL**—Egg yolks and albumen, freeze dried. Centrimpex S.A.—Centro Importados & Exportados (exporter), Rua Barao de Campinas, 572, Sao Paulo. WTD 4/67. TM-4.

203 Canning, preserving foods

★★ **BRAZIL**—Pineapple and banana slices, banana flour, freeze dried. Centrimpex S.A.—Centro Importados & Exportados (exporter), Rua Barao de Campinas, 572, Sao Paulo. WTD 4/67. TM-5.

FRANCE—Canned food products of very good quality, including canned truffles, crepes foies gras (goose liver), green beans, artichoke bottoms, etc., and preserves in tin cans and also in glass jars. Wholesale exportation only. Les Fils de J. Leon Bizac (packer, wholesaler, exporter), 15-30 Rue Francois Mialet (B.P. 45); 19—Brive, Correze. WTD 11/28/66.

208 Beverage industries

★★ **BRAZIL**—Wines, red and white, sweet and dry; champagne, green and white. Prepared to export in consumer sizes or in 20 liter containers. Vinicola Nau Sem Rumo S.A. (manufacturer), Rua Theodor Helz, 150, Apt. 13, Sao Paulo. WTD 5/67. TM-100.

209 Food preparations

★★ **BRAZIL**—Coffee, instant, freeze dried. Centrimpex S.A.—Centro Importados & Exportados (exporter), Rua Barao de Campinas 572, Sao Paulo. WTD 4/67. TM-3.

227 Floor covering mills, products

NEW ZEALAND—All wool floor coverings, specifically imitation Rya rugs and carpets of contemporary design are offered. These products all bear the international pure wool mark and are available in all standard sizes. Paterson and Robertson Ltd. (importer, exporter), P.O. Box 511, Auckland 1. WTD 12/7/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

MALAYSIA—Pre-finished plywood panels, size 4′ x 8′ and thickness ¼″. Direct sale or through agents. Mega Holdings Sdn. Bhd. (manufacturer, agent, importer, exporter), 115-B Jalan Imbi, Kuala Lumpur, Malaysia. WTD 2/67.

259 Furniture, fixtures

NEW ZEALAND—A special stove enamelled aluminum curtain track with patented snap glides and anodized aluminum carpet gripper bars are offered. Paterson & Robertson Ltd. (importer, exporter), P.O. Box 511, Auckland 1. WTD 12/7/66.

316 Luggage

★★ **BRAZIL**—Briefcases, bags, cases with zip closings, school bags, etc., made in plastic. Sarty S.A.—Ind. e Com. (manufacturer, importer, exporter), Rua Joao Fernandes 44, Sao Paulo. WTD 5/67. TM-129.

317 Handbags, personal leather goods

BELGIUM—U.S. representative sought for line of small deluxe leather articles such as ladies' and men's wallets, purses, cigarette holders, leather desk items, gift items. ELITE, Antwerpse Lederwaren p.v.b.a. (manufacturer, exporter), 41 Wiekenstraat, Wommelgem. WTD 5/67.

322 Glass, glassware

★★ **BRAZIL**—Glass containers, glassware and table ware. Nadir Figueiredo S.A. (manufacturer), Av. Morvan Dias de Figueiredo 3535, Sao Paulo. WTD in preparation. TM-128.

329 Abrasive, asbestos, nonmetallic mineral products

★★ **BRAZIL**—Graphite crystalline lamelar, crude. Qualities from 45% to 91%. Grafite do Brasil S.A. Grafisa (exporter), Av. Goias 60, s/104, Goiania, Estado de Goias. WTD 5/67. TM-99.

355 Special industry machinery

★★ **BRAZIL**—Machinery for the manufacture of paper pulp. Pilao Acos e Refinacao Ltda. (manufacturer), Rua Campo Largo 369, Sao Paulo. WTD in preparation. TM-141.

399 Manufacturing industries

★★ **BRAZIL**—Candles, hand-painted, decorative. Borgen Ltda., Representacoes e Comercio (importer, distributor), Rua Rego de Freitas 454, Sao Paulo. WTD in preparation. TM-37.

★★ **BRAZIL**—Umbrellas, plastic. Sarty S. A.—Ind. e Com., Rua Joao Fernandes 44, Sao Paulo. TM-130.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—S. M. Watt, Imperial Printing Co. Pty. Ltd., 397 Hay St., Perth, Western Australia, **interested in licensing arrangements for office systems and standard business forms not involving mechanical equipment, in etablishing production and marketing rights for short run (up to 10,000) hard and soft cover books for Australia and New Zealand, in investigating production techniques and possibly entering into licensing arrangements for phonograph record labels and jackets.** June 24 via New York for three to four weeks, c/o Dept. of Commerce New York Field Office. Itinerary: New York, Dayton, Ohio, Kansas City, Austin, Texas, Los Angeles,

Honolulu, others as required. WTD under revision.

AUSTRALIA—Colin C. Masel, Man. Dir., C & N Enterprises, 155 Barrack St., Perth, Western Australia, **interested in supplying U.S. plywood and veneer importers, furniture manufacturers with unique wood mosaic panelling manufactured in Western Australia suited for architectural and furniture application.** June 15 via Honolulu for one month. c/o The Australian Trade Commission, New York, N. Y. Itinerary: 6/20-24 Los Angeles, 6/27-7/4 Chicago, cities in Mich. and N. C., New York. WTD in preparation.

AUSTRALIA—Albert William and Jessie Rae Andrews, Toy Village, 12 Village Walk, Toorak, Victoria, **interested in purchasing toys, dolls.** June 29 via New York for ten days. Itinerary: 6/29-7/1 New York c/o Statler Hilton Hotel, 7/10-12 San Francisco c/o Plaza Hotel, 7/13-14 Los Angeles c/o Statler Hilton Hotel. WTD in preparation.

AUSTRALIA—Max Stone, Sales Mgr., F. H. Faulding & Co. Ltd., 13 James Place, Adelaide, South Australia, **interested in selling and marketing methods in pharmaceutical and toiletries industries.** June 7 via San Francisco for six weeks. c/o Syracuse University, Syracuse, N.Y. Itinerary: San Francisco, New York, Syracuse, Cleveland, Chicago, Indianapolis, St. Louis, Kansas City, Los Angeles. WTD under revision.

GERMANY—Helmut Schmitt, 3 Friedrich-Ebert-Str., 4 Duesseldorf, **interested in representing manufacturers or exporters of knitwear, such as ladies' sweaters, dresses, suits.** June 28 via New York for four days. c/o Paris Hotel, West End Ave. & 97th St., New York, N.Y. Itinerary: New York. WTD 5/19/67.

GERMANY—Karl Moser, Tech. Dir., and Helmuth Broll, Mark. Dir., Schilde A.G., Bad Hersfeld, **interested in contacting U.S. firms in field of industrial drying plants and air conditioning equipment to purchase equipment complementary to own manufacturing.** June 11 via New York for three weeks. c/o Dept. of Commerce New York Field Office. Itinerary: New York, Linden, N.J., Upper Montclair, N.J., Rahway, N.J., Lebanon Pa., Pittsburgh, Alexandria, Va., Washington, D.C., Richmond, Va., Cedar Rapids, Evansville, Ind., Whitman, Mass., Chicago, Harrisburg, Pa., Reading, Pa., Toledo, O., Boston, Mass. WTD 2/1/66.

INDIA—Amarjit Singh, 16-B Sujan Singh Park, New Delhi 3, **interested in exploring possibility of representing U.S. companies interested in joint ventures in India.** June 23 via New York for four weeks. c/o Howard Johnson, President, M.I.T., 111 Memorial Drive, Cambridge, Mass. or C. Sivasankar, 2 Tudor City Place, Apt. 20A South, New York, N.Y. 10017. Itinerary: New York, Washington, Boston, Los Angeles, San Francisco. WTD in preparation.

URUGUAY—Felix Keschner, representing Felix Keschner & Codarvi, Libertad 2613, Montevideo, **interested in purchasing materials for manufacture of lighting fixtures and selling household glassware.** June 1 via New York for one month. c/o Carl Keschner, 893 Flatbush Ave., Brooklyn 26, N.Y. Itinerary: New York, Boston, Detroit, Philadelphia, Washington. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—(A$1 = US$1.12) The Govts. of Australia and the United Kingdom have embarked on a program **to build an observatory with a 150″ optical telescope in Australia.** It will be jointly financed and operated, and will be located at Siding Springs, near Coonabarabran, in New South Wales. Construction cost is estimated at A$11 million, and it is expected to be completed in about six years.

The two Govts. plan to establish a committee to draw up specifications and request tenders, on a world-wide basis, for the construction. The committee will probably set up at London, but there is no indication when requests for tenders will be forthcoming.

Australia's participation is under the aegis of the Commonwealth Dept. of Education & Science, Canberra, A.C.T., Australia.

BRAZIL—Sao Paulo Mayor Faria Lima told a television audience recently that **construction of the Sao Paulo Metro should begin within 18 months.** He said that the technicians and engineers of the West German group in charge of the feasibility study are already on the job and preliminary reports should be available within the next eight months.

Mayor Faria Lima insisted that the Sao Paulo Metro is just a part of the city's global transportation system and, as such, should not be considered on its own. Justifying the need for an overall city plan, the Mayor commented that all of the public works programs now being implemented were actually planned 20 years ago.

FRANCE—The French Govt., by a decree published in the Journal Officiel in May, has approved **construction of the Mediterranean-Rhone refined product pipeline.** This pipeline will eventually attain a length of 850 km. and an annual capacity of more than eight million metric tons, at a cost of over $60 million. It will be the the largest civilian finished product pipeline in France and one of the largest in Europe.

The pipline will be completed by late 1968 or early 1969, and will constitute a network of 575 km. of pipe, with eleven pumping stations, 30 storage depots along its length, and a maximum annual capacity of six million metric tons of finished products. A second decree is expected at a later date, authorizing the pipeline's completion by approving construction of branches to Dijon and Saint-Etienne, extending its length to 850 km. and its maximum annual capacity to eight million metric tons. The new pipeline was planned and will be constructed and operated by the Societe du Pipe-Line Mediterranee-Rhone (SPMR). This company, or consortium, was established on May 28, 1962, largely by the oil companies refining in the Marseille area.

PAKISTAN—Work on the Rs. 471 million ($98.7 million) Teesta Barrage project at Gaddimari in Rangpur District, East Pakistan, the biggest irrigation project to be taken up by the East Pakistan Water & Power Development Authority (WAPDA Bldg., Dacca 2, East Pakistan) (EPWAPDA) will begin next year, the Chairman of the Authority, Mr. G. A. Madani, announced in Dacca recently. Mr. Madani added that the Authority would engage consultants to prepare a detailed design of the project and expressed the hope that negotiations for the consultants would be finalized within three months. The Chairman said that the revised project, which had been finally approved by the National Economic Council only a short time ago, would be completed by the middle of the Fourth Plan. He added that considerable preliminary work, including collection of basic data and detailed surveys, had already been done.

Guatemala seeks bids on iron, steel products

The govt. of Guatemala is seeking bids for cast iron pressure pipe and accessories; cast iron body gate valves; galvanized steel pipe and accessories; bronze gate valves; asbestos pipe. Alliance for Progress Program, Project 100-TF (water introduction). Complete specifications are available upon request from Institut de Fomento Municipal, 6a Avenida—1-73, Zona 4, Guatemala City, Guatemala, C.A.

Bid deadline is June 26, at 9 a.m. and correspondence is preferred in Spanish.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May.

Canneries and Frozen Foods—Producers and Exporters—The Netherlands.

Dairy Producers—Argentina.

Household Appliances—Importers and Dealers—Ecuador.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Pakistan.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—United Kingdom.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Norway.

New Books and Reports

Battelle studies metal processing industry in Ethiopia

A collection of prefeasibility studies prepared by Germany's Battelle Institute under the auspices of the Technical Agency of the Imperial Ethiopian Government titled *Investment Possibilities in Metal Processing Industries in Ethiopia* may be of interest to U.S. investors.

Although the metal processing industry in Ethiopia is still in its infancy—not more than 600 of the 3,000 persons engaged in the various metal processing trades are employed in regular or mass production on an industrial level—its potential impact on the national economy as a supplier to other industrial establishments and a training school for an industrial labor force has persuaded the Ethiopian Government to accord it highest priority.

The purpose of the study is therefore to decide whether and under what circumstances a project may merit further study and to encourage private interest.

In view of the limiting factors which necessarily pertain to metal processing industries in Ethiopia, specifically the nonavailability of favorably located ore and energy resources and the high cost of transport which precludes production for export, most of the projects in the study are medium scale industries based on imported raw materials; sales potential within the Ethiopian market being the prime determinant of the feasibility of a project. Projects meeting this criterion are then subject to preliminary feasibility evaluations leading to preliminary calculations of profitability, value added, and foreign exchange saving.

U.S. private investment continues to be welcome in Ethiopia: a liberal Foreign Investment Act grants benefits, exemptions and protection to foreign capital and an Investment Guaranty Agreement and Treaty of Amity and Economic Relations affords protection from arbitrary government action against foreign property.

A single copy of the study is available for consultation only in the Africa Division, Room 3833, Department of Commerce, Washington, D.C.; copies are *not* available for loan at the present time.

Directory of National Trade and Professional Associations of the United States—1967. **Published by Columbia Books, Washington, D.C. 1967. 180pp. $5.50.**

The 1967 *Directory* enumerates more than 3500 organizations, with the latest information about their addresses, executives, mergers, publications, etc.

From 1913 to 1961 the Department of Commerce published a listing of local, state and national U.S. trade and professional associations. This is the second publication of the *Directory* since it was assumed by a private publisher.

The book is intended as a reference and promotion guide for association executives, hotel sales managers, travel agents, public relations firms, Chambers of Commerce, market promotion officers, exhibit and exposition managers and others. The listings are both alphabetical and by key-word.

Write: Columbia Books, Publishers; 424 Southern Building NW., Washington, D.C. 20005.

Non-Ferrous Metals: A Review. **Published by the Commonwealth Economic Committee. London. 1966. 212pp. $4.**

One of a series reviewing resources, production, international trade, consumption, stocks and prices for groups of allied commodities, this volume covers bauxite, aluminum, copper, lead, zinc, tin and cadmium. Appendixes include import duties in principal countries; international measures affecting non-ferrous metals; and U.S. stockpiles.

Write: British Information Service, Sales Section, 845 Third Ave., New York, N.Y. 10022.

Understanding the International Monetary System. **By Elliott Zupnick. Published by the Foreign Policy Association. New York. 1967. 62pp. 75¢.**

This study explains, with a minimum of technical language, how the existing international monetary system functions; why many economists feel there is need for its reform; what some of the alternative proposals for reform are; and what U.S. interest is in the creation of a viable system. The booklet is the latest in the Foreign Policy Association's Headline Series.

Mr. Zupnick, who is professor of economics at City College of New York, provides the necessary background to understanding current dissatisfaction with the present system and defines liquidity, international liquidity crisis, reserves, adjustment mechanism, and balance of payments.

He describes the history and operation of the international monetary system between 1870 and the outbreak of World War II. He discusses the Bretton Woods conference and explores some of the major weaknesses in the postwar monetary system as it has evolved.

The author examines a number of recent proposals for reform with a view to suggesting the broad range of alternatives being discussed.

Write: Foreign Policy Association, 345 East 46th St., New York, N.Y. 10017.

BDI Germany Supplies. **2000pp. $3.50. Four-language edition, 2500pp., $7.50.**

A revised edition of the *BDI Germany Supplies,* sponsored by various German industrial organizations, has just been published. It is a listing of approximately 70,000 German industrial products, alphabetically, by industrial group and by company.

The catalog is available in English, French, Spanish and German editions or in a special four-language edition with four separate indexes.

Write: Atlantic Promotion Agency, Inc., 136 Liberty St., New York, N.Y. 10006.

The Irish Export Directory. **Published by Coras Trachtala/The Irish Export Board. Dublin. 1967. 400pp. $2.50 postpaid.**

Designed mainly for the use of foreign buyers and importers, this is the second edition of the Directory.

It contains two main divisions: an alphabetical list of exporting firms with the products of each firm listed in three languages—English, French and German—and a product directory of three separate sections in these languages, with the corresponding exporters listed under each product heading.

For further information **write:** Coras Trachtala/The Irish Export Board, 590 Fifth Ave., New York, N.Y. 10036.

☆ U. S. GOVERNMENT PRINTING OFFICE, 1967—281-964/49

Calendar *for international traders*

BALTIMORE—July 10—Businessmen's Consultation, **Joseph Rand, Commercial Attache, Manila.** Sponsor: Commerce Field Office.

BOSTON—July 14—Businessmen's Consultation, **Joseph Rand, Commercial Attache, Manila.** Sponsor: Commerce Field Office.

CHICAGO—July 12—In-Office Meeting, Field Office. Sponsor: Commerce Field Office.

CLEVELAND—July 6—Businessmen's Consultation, **Richard Drazies, Commercial Attache, Lima.** Sponsor: Commerce Field Office.

DALLAS—June 26—In-Office Workshop, 9 a.m., Field Office. Sponsors: REEC; Commerce Field Office.

DETROIT—June 23—Seminar on Export Documentation for Secretaries and Clerical Personnel, Rm. 456, Federal Bldg. Sponsors: REEC, Commerce Field Office.

DETROIT—June 27—"What You Should Know About Exporting—A How to get Started Workshop," Rm. 456, Federal Bldg. Sponsors: REEC, Commerce Field Office.

HOUSTON—June 27—Export Seminars, "Overseas Warehousing," 3 p.m., World Trade Bldg. Sponsors: Port of Houston; Commerce Field Office.

KANSAS CITY—June 23-24—Counseling Mid-Continent Clients who Trade Abroad. **Speaker: Eugene J. Kaplan, Director of Far Eastern Division, Bureau of International Commerce.** Sponsors: U. of Missouri at Kansas City Law Center, REEC, Commerce Field Office.

KANSAS CITY—July 13—Workshop for New Exporters, Federal Office Bldg., Sponsors: REEC, Commerce Field Office.

LOS ANGELES—June 30—Export Expansion Seminar at the Los Angeles Field Office, U.S. Dept. of Commerce.

LOS ANGELES—July 28—Export Expansion Seminar at the U.S. Commerce Dept.'s Los Angeles Field Office. Sponsor: Commerce Field Office.

MADISON, N.J.—June 26-27—Third Annual Conference on International Marketing, Finance and Management, Fairleigh-Dickinson University. Sponsors: International Business Institute, Fairleigh-Dickinson; REEC; Commerce Field Office.

NEW ROCHELLE, N.Y.—June 26—"Profits in Exports in Africa" Meeting. Sponsors: REEC; Chamber of Commerce; Commerce Field Office.

NEW YORK—July 11—Businessmen's Consultation, **Robert Huffman, Commercial Attache, Nigeria.** Sponsor: Commerce Field Office.

NEW YORK—July 11-12—Businessmen's Consultation. **Robert Huffman, Commercial Attache, Zurich.** Sponsor: Commerce Field Office.

NEW YORK—July 12-13—Businessmen's Consultation, **Joseph Rand, Commercial Attache, Manila.** Sponsor: Commerce Field Office.

NEW YORK—July 18—Businessmen's Consultation, **John Weisert, Commercial Attache, Hamburg.** Sponsor: Commerce Field Office.

NEW YORK—July 18-20—Businessmen's Consultation, **John Weisert, Commercial Officer, Hamburg.** Sponsor: Commerce Field Office.

NEW YORK—July 19—Businessmen's Consultation, **Edward Rankin, Commercial Attache, Johannesburg.** Sponsor: Commerce Field Office.

NEW YORK—July 19-20—Businessmen's Consultation, **Edward Rankin, Commercial Officer, Johannesburg.** Sponsor: Commerce Field Office.

PHILADELPHIA—July 11—Businessman's Consultation, **Joseph Rand, Commercial Attache, Manila.** Sponsor: Commerce Field Office.

PHILADELPHIA—July 21—Businessmen's Consultation, **Edward Rankin, Commercial Officer, Johannesburg.** Sponsor: Commerce Field Office.

SEATTLE—June 26-27—Businessmen's Consultation, **Howard Peters, Commercial Officer.** Sponsor: Commerce Field Office.

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ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

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CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

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Since you didn't know until we announced at the end of May that we were producing an in-depth, cumulative Index to INTERNATIONAL COMMERCE, you may not have kept your files of the magazine complete since the first of January.

The copies do get a bit battered as they move from desk to desk around the office and some may have been clipped or even lost.

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